IN THE

DISTRICT COURT OF THE UNITED STATES

FOR THE DISTRICT OF MINNESOTA.

THE UNITED STATES OF AMERICA, PETITIONER,

vs.

INTERNATIONAL HARVESTER COMPANY ET AL., DEFENDANTS.

RECORD---VOLUME XIV.

TESTIMONY OF WITNESSES FOR THE DEFENDANTS

GENERAL INDEX

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UNITED STATES OF AMERICA

vs.

INTERNATIONAL HARVESTER COMPANY ET AL.

RECORD—VOLUME XIV.

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653 Federal Building, Chicago, Illinois,
Wednesday, June 25, 1913, 10:00 A. M.

The hearing was resumed before the Special Examiner, Robert S. Taylor, at the above time and place.

Present:

On behalf of the petitioner: Edwin P. Grosvenor, Esq., Special Assistant to the Attorney General, and Joseph R. Darling, Esq. 2

On behalf of the defendants: Hon. William D. McHugh, Edgar A. Bancroft, Esq., Hon. Philip A. Post, Victor A. Remy, Esq.

Thereupon the following proceedings were had, to-wit:

GEORGE A. STEPHENS, being duly sworn as a witness on behalf of the defendants, testified as follows: 3

Direct Examination by Mr. McHugh.

Q. Mr. Stephens, you are president of the Moline Plow Company?

A. Yes.

Q. How long have you been engaged in the implement business?

A. Since boyhood.

Q. The business of the Moline Plow Company has already been testified to by Mr. Barber; so that is in the record. How 4 long have you been president of the Moline Plow Company?

A. Since in the nineties; I do not remember the year.

Q. In what capacities have you participated in the implement business, generally?

A. I commenced as a boy in the wood shop; worked through the shops into the office, indexing the letter-book, which is the preliminary office work, and from that up through the shipping, the time-keeping, the billing, the cash, the ledger, purchasing agent, secretary, vice-president, and president.

Q. And in your position as vice-president and president

1 you were in direct touch with the sales and the sales organization of the company?

A. Always.

Q. And you have been about the United States a great deal in these years in connection with the implement business you were carrying on?

A. Yes.

Q. And acquainted quite generally through the years with implement dealers throughout the United States?

A. Yes.

Q. Your business is and has been conducted throughout
2 the United States?

A. Yes.

Q. There has been quite a change and evolution, if we may so call it, with respect to the function and position of the local implement dealers throughout the country, has there not, from the beginning until now?

A. Well, they have prospered and become strong, and are rather more independent factors today than they were some years ago.

Q. At the beginning the dealer was the representative of
3 the manufacturer?

A. To a very great extent; in fact we dictated to him very largely what he should do with our goods.

Q. And the development of the trade conditions has been the dealer gradually becoming a merchant instead of being a representative of manufacturers?

A. Yes.

Q. What is the fact as to whether the restrictive provisions that were in the old contracts survived the fact and remained as dead letters even after the dealers became and were independent merchants in fact?

4 A. That is the fact; and some of them remain even to today.

Q. Mr. Stephens, in your judgment, based on your knowledge of conditions of the implement dealers and their position, what would be the effect on the business of the International Harvester Company if it should adopt the policy, and attempt to enforce it, of saying to these dealers that they could not handle the harvesting machinery of the International Harvester Company unless they took the entire line and handled it exclusively?

A. We would get more of your trade.

Q. It would be a losing proposition with the International?

A. Yes, sir.

Q. They could not enforce such a policy? 1

A. Not successfully.

Q. Now, throughout all the years you have been in the implement business, until the present year, you were not engaged in the manufacture and sale of harvesting machinery?

A. We commenced only this year.

Q. What is the fact, however, as to whether you have gone into the business of manufacturing and selling harvesting machinery?

A. In January we bought the business of the Adriance-Platt Company, of Poughkeepsie. 2

Mr. Grosvenor: January, 1913?

The Witness: 1913, yes.

Q. What is the fact, Mr. Stephens, as to whether you, from your knowledge of the implement business, the conditions under which it is carried on in the United States, felt the field was open to do a successful business in the manufacture and sale of harvesting machinery in competition with the International Harvester Company and the other companies that are engaged in it,

A. We certainly felt that the field was open or we would 3 not have bought the plant.

Q. You have had the plant only since January of this year?

A. Since January, this year.

Q. What has been your experience with the plant this year, as to whether the field was open and your judgment justified?

A. Well, this plant had a very large foreign trade, and after we bought the plant we invited the foreign manager to come over to interview us and become acquainted with us, and we also wanted to know him; and after he looked over our factory, our line, and went to our branch factories and visited them, where we are making other than plow goods, 4 he said, "With a firm of this kind I undoubtedly will want a great many more goods than I have had before. Can you arrange to give them to me?" We told him we thought we could, and his first estimate was double that of the preceding year. Now with relation to the United States?

Q. Yes; I intended to ask about the United States.

A. We felt that we were very late in coming into the manufacture of this line and there would not be a possibility of our doing very much with the goods this year, outside of the territory which had been served by this firm, meaning the east. We found, however, that there was going to be a demand for those goods not only in the east but in the wheat countries of

1 the Middle States and the west, and our travelers began to sell, and we found that we could sell more goods than we could make, and we are in that position of embarrassment to-day.

Q. So that you found the field open to doing a successful business?

A. Absolutely.

Q. No obstacles in the path of one going ahead and doing business provided he had a good machine and put it on the market properly?

A. All we have found as an obstacle up to date is our
2 inability to make as many goods as we can sell.

Cross-Examination by Mr. Grosvenor.

Q. Mr. Stephens, how many years have you been president of the Moline Plow Company?

A. I have not that in memory. It is since my father's death. It is a matter that I can give you if you wish.

Q. I want it approximately. 15 or 20 years?

A. Oh, no, not as long as that.

3 Q. Ten years?

A. I should say seven, as a guess.

Q. Do you know of any company in the United States that has started upon the manufacture and sale of binders in the United States since the International Company was organized?

A. I know of Deere & Company, across the street from us.

Q. How long have they been selling binders?

A. I think they made some last year, that were the first I knew of.

Q. They are the largest manufacturer of agricultural im-
4 plements in the United States other than the International, after the International?

A. They are the largest manufacturer of steel plows in the world; I think they are the largest manufacturer of agricultural implements other than the International.

Q. Then whatever may have been your opinion, or may be your opinion, as to the competitive conditions existing in the harvesting business, as a matter of fact your company did not start manufacturing binders or mowers until January, 1913?

A. That is right.

Q. Which was over ten years after the International was

organized, and not until after this suit was brought; is not 1
that correct?

A. That is correct.

Q. Now do you know of any company other than Deere & Company and yourselves which, since January, 1913, has entered upon the manufacture and sale in the United States of binders, since the International was organized?

A. I do not.

Q. You are essentially a plow company, are you not? That is, you make tillage implements principally?

A. We prepare the land, plow, plant, and cultivate, and harvest only in a very small instance, that of beets; also we 2
make vehicles.

Q. Your principal line of implements is your plows, is it not?

A. As a trade term, yes.

Q. What per cent. of your gross business in 1912 was in the plows and tillage implements manufactured by you?

A. More than half.

Q. Then it is true, is it not, Mr. Stephens, that you have your principal competition with the plow companies, that is, with companies such as Deere & Company, Rock Island Plow Company, Emerson-Brantingham Company, and so forth? 3

A. Prior to January.

Q. How many binders have you sold in the United States?

A. I would have to produce those figures.

Q. Does your company have any business relations of any kind with the International?

A. Yes.

Q. What are those relations?

A. We sell them plows for their engines, for Germany, and we sell them horse gangs for their trade in Russia.

Q. What does your business with the International amount 4
to in dollars and cents per year?

A. That I would have to furnish you.

Q. Can you state it approximately for the year 1912?

A. I cannot, because our business with them has not been very large; it has been more experimental.

Q. Will it be larger for 1913?

A. We hope so.

Q. Are there any other business relations existing between your company and the International Harvester Company?

A. Yes.

Q. What are those?

1 A. We have handled their reapers and mowers and binders in California, and I think in Texas and Oklahoma.

Q. That is, you sold some of the International harvesting implements in Texas after that company was ousted from the state?

A. I do not know as to that; I know that we have sold them.

Q. Do you have any other business relations with the International Harvester Company?

A. None that I know of.

Q. During the entire period that you have been in busi-
2 ness, plows have been sold to the dealer on a direct sales basis, have they not?

A. Not always.

Q. Well, they are sold to the farmer on one-term payments, aren't they?

A. Ordinarily.

Q. Whereas harvesting implements are sold on a commission basis, and payment is by installments; that is the general rule, is it not?

A. It may be. We do not sell them that way.

3 Q. You are not familiar, then, with the way the harvesting business has been done?

A. I am familiar by hearsay.

Q. Is there any line of goods which you manufacture and sell in the trade in respect to which you have as large a per cent. of the total production as the International has in regard to binders and mowers?

A. Not as a line.

Q. Isn't it a fact that nearly all of the dealers of whom you speak as being country merchants, carry the International binders and mowers?

4 A. No; that could not be.

Q. Have you made any study of the subject?

A. Only to this extent: I have not studied their business, but I know you cannot have a confusion of your goods in one town, and there may be towns where there are a dozen dealers.

Q. I wish you would give me the name of some town at which there are a dozen dealers, in the United States. Can you name a town in which there are a dozen dealers?

A. I would think Wichita, Kansas, would have.

Q. Can you name any other?

A. Perhaps Fort Worth, Texas.

Q. Don't you know that the International divides its lines

among the different dealers in a town and does not sell its 1
lines exclusively to one dealer, as you do?

A. I do not know that.

Q. What is your business in connection with the Moline Plow Company? Do you have supervision of sales?

A. No, sir.

Q. Have you ever had supervision of sales in that company?

A. Never.

Q. That is a department that is managed by some one else, is it?

A. That is a department in our instance that is managed 2
by Mr. Barber.

Q. And you have not held yourself out as one particularly qualified to testify as to selling conditions in agricultural implements?

A. I know general selling conditions.

Q. Well, are you able to state or answer the question whether or not the International does divide its lines among different dealers in the towns?

A. Certainly they do; we do; everybody does.

Q. Do you sell the same implement under three or four 3
trade names?

A. No.

Q. If you go to a town where there are four dealers, do you give one dealer a plow with one name on it, and give another dealer the same sort of plow with another trade name, and the third dealer the same sort of plow with still another trade name?

A. I did not refer to selling the same article. I referred to this fact: we sell plows to one dealer, wagons to another dealer, and perhaps buggies to a third dealer.

Q. Do you know of any company which has different trade 4
names for the same line and divides those trade names among the dealers of the town?

A. No.

Q. You did not mean, then, to imply by your previous answer that you had adopted that policy?

A. Oh, no; not selling duplicate lines.

Q. Well, don't you know it is the policy of the International to sell what you call duplicate lines?

A. No, I do not.

Q. You are not very familiar with the agricultural condi-

1 tions, the implement conditions, the selling of agricultural implements, are you?

A. I do not have charge of our travelers, but I know pretty well what is being done throughout the territory. I refer to our own goods.

Q. Well, you are the first manufacturer of implements who has appeared here and has not known that the International divides its lines among different dealers. That is all.

Re-direct Examination by Mr. McHugh.

2

Q. Do you know of any company that, in the last ten years, has entered upon the manufacture and sale of plows in any large way?

A. I do not.

Q. And the field is open to competition in harvesting machinery and in plows alike in this country?

A. Absolutely.

Mr. Grosvenor: I wish you would send to me, or send to the Examiner in this case, a statement showing the amount of business you do with the International, in dollars and
3 cents.

Re-cross Examination by Mr. Grosvenor.

Q. Who are the fiscal or financial agents of the Moline Company?

A. F. G. Allen and C. A. Bannister.

Q. Who are the bankers from whom you borrow money to carry on your business?

A. Their name is legion.

4 Q. Name the principal ones.

A. I can name the First National of this city, the Chemical National of New York, the Second National of Boston.

Q. Do any of the officers or officials of the International Harvester Company own any stock in your company?

A. Not that I know of.

1 DR. EDWARD A. RUMELY, being duly sworn as a witness on behalf of the defendants, testified as follows:

Direct Examination by Mr. McHugh.

Q. Dr. Rumely, you were on the stand before?

A. I was.

Q. And in a general way then described the business of M. Rumely Company?

A. Tried to, yes, sir.

2 Q. I wish to ask you more particularly with respect to your business in recent years. The M. Rumely Company has been doing business for some years, manufacturing and selling implements in competition with the International Harvester Company?

A. It has, especially during the last five years.

Q. What implements has M. Rumely Company manufactured and sold in competition with the International in the last five years?

A. Five years ago we were selling only threshers, which were being dealt in in a small way by the Harvester Company 3 at the same time. About four years ago we undertook the manufacture of internal combustion engines in place of steam engines, and in internal combustion engines the Harvester Company was our strongest competitor.

Mr. Grosvenor: Do you mean by "internal combustion engines" the small engines?

The Witness: I mean traction plowing engines. Subsequently we added stationary engines, cream separators, and other articles in which the Harvester Company deals. These latter articles were added within the last two years.

4 Q. So, the fact is that five years ago, about, you entered upon the manufacture and sale of these internal combustion engines—

A. Tractors.

Q. Tractors—about the time the International Harvester Company entered upon the work of manufacturing and selling them?

A. About the same time. Their plant was building while our plant was building.

Q. And since then you have gone into the business of manufacturing and selling cream separators and small stationary gasoline engines?

1 A. We have gone into the business of jobbing cream separators and of manufacturing stationary engines.

Q. Now, how did you find the competition of the International Harvester Company, Dr. Rumely, in these five years, with the tractors, and the other years while you were competing with them in the other lines, whether it was businesslike and fair, or otherwise?

A. My views on that have changed very materially. Five years ago I doubted seriously whether a concern of the size of Rumely Company could enter into active competition with a unit so well organized and so thoroughly established as the
2 International, and I hesitated for some time to urge our company to embark on a policy of expansion; but when we got into the tractor business we found that although our principal competitor was the Harvester Company we could increase our sales materially and find a market for all the stuff we could build in the traction engine line.

Q. Now, what is the fact as to your output of tractors compared with the output of the International?

A. Our output has run about equal with theirs in dollars. Our engines are a little more expensive, we get slightly
3 higher prices for them, and I think the number of engines we manufacture may be from 10 to 20 per cent. less than theirs, that is, in number of tractors.

Q. But the aggregate volume of sales in dollars and cents—

A. The aggregate volume of sales, as far as I can ascertain is about equal for the two companies.

Q. So that after going into the work of manufacturing and selling tractors in competition with the International you kept on a par of equality so far as volume of sales was concerned?

A. We did, yes.

4 Q. And how were the sales in these other lines?

A. Our sales in the other lines have increased. In cream separators we are selling this year probably three and a half times as many as we sold last year. In stationary engines we have found it easy to build up a market of substantial volume.

Q. Now, Doctor, you sell your implements to the local retail dealers throughout the country?

A. We do. The dealer is an important factor in our business.

Q. You sell in large degree to dealers who handle International Harvester Company's harvesting machinery?

A. I should say between 25 and 35 per cent. of our dealers 1
are also agents of the Harvester Company.

Q. Have you found the fact that the dealers were handling the International Harvester Company's harvesting machinery an obstacle to your selling to them your implements?

A. We have found them free; we found the dealer measured up the price and the terms upon which we would sell a tractor and the price and the terms upon which the Harvester Company would sell a tractor; and as to the ease with which our tractor could be sold; and we had to match what we had to offer against what the Harvester Company had to offer in the same line, and to that extent naturally it 2
was more difficult than if there was no other tractor that the dealer could get.

Q. But that was legitimate competition?

A. We felt so. We have found the fact that the dealer handled the Harvester Company's implements no obstacle to our inducing him to handle our tractors.

Q. That is the point. I do not think I got a categorical answer to the question I asked a moment ago, Doctor. Take the competition of the International as you met it; what was the fact as to whether it was businesslike and fair? 3

A. We found it fair, and we have encountered in the three or four years no unfair practices that prevented our getting the business we desired to get.

Cross-Examination by Mr. Grosvenor.

Q. Dr. Rumely, whatever be the character of the competition furnished your company by the International, the fact is that your company has gotten into serious financial difficulties in the last year? 4

A. That is a fact.

Q. And they have had very grave problems?

A. They have had grave problems of the kind that occur in every implement business.

Q. And it is a fact, is it not, that the gentleman who was general manager of the International during this period of competition you have described, has left the International and has now become the president of the Rumely Company?

A. Yes, sir.

Q. Has there been any curtailment or change in the methods of sale or of manufacture in the Rumely Company since the change in the organization?

1 A. No curtailment except such as was planned earlier in the year, before the change. The problem of the Rumely Company was that it had increased its business so rapidly that its capital did not suffice to swing the larger volume of business, and that necessitated our taking less volume than we had started to get.

Q. So, whatever be the character of the competition furnished by the International, your company has recently decided upon and adopted a plan of curtailment of its business?

A. Not looking ahead for a period of two or three years, but for the current year, with the adverse financial condi-
2 tions, the company is holding itself within certain limits.

Q. Then, the fact is that you have adopted a policy of curtailment for the present?

A. The expression "a policy of curtailment" implies something that is to be carried on through a period of time, and that is not a fact.

Q. Well, let us leave out the word "policy". The fact is that at the present time you are curtailing and have curtailed?

A. Yes.

Q. What are the particular lines of the Rumely Company
3 with respect to which you have curtailed the sale?

A. Principally the large increase in the number of tractors that we had contemplated manufacturing this year.

Q. You mean these internal combustion engines?

A. Internal combustion engines, yes.

Q. Traction plows?

A. Yes, sir.

Q. Which you started to manufacture four years ago?

A. Which we started to manufacture four years ago.

Q. On your direct examination you stated that when you started to manufacture them you found the International
4 your principal competitor in that line?

A. Yes, sir.

Q. From your observation in the business have you found or learned whether or not the International has curtailed its sale and manufacture of traction plows?

A. The tractor business for all companies, not only the International but for all companies, is slow, and all concerns manufacturing tractors this year are finding themselves with a surplus of tractors on hand, due to the financial condition. Little new land is being opened, little new money is going into the breaking up of prairies, and that affects the tractor market immediately.

Q. In what other things of the Rumely Company has there been curtailment in the manufacture of? 1

A. The Rumely Company had manufactured a larger volume of stuff earlier in the year than in other years, and it is closing down some of its plants because it has out the year's output. In all other lines we are selling a larger output and have manufactured a larger output than we did last year.

Q. Do you know whether or not the Rumely Company gets any of its loans from any of the bankers who are also lenders to the International?

A. I do not know that directly, but I presume from the fact that the Rumely Company gets loans from the principal banks of the country, that are also lenders to other borrowers, there might be some banks at which the Harvester Company does business with which we also do business. 2

Q. Does the Rumely Company have any business relations of any character, direct or indirect, with the International?

A. The Rumely Company has no business relations, direct or indirect, with the Harvester Company.

Re-direct Examination by Mr. McHugh. 3

Q. Then, Doctor, the financial trouble of the Rumely Company is due to the fact that you did too much business for your resources?

A. That was the fact. Two years ago the combined companies—that is, the Rumely Company with the companies whose assets were purchased, did $10,500,000; in 1912, $17,500,000, and we started in to take $24,000,000 of business this year, which involved the use of more capital than our company was able to command. 4

Q. And there was no trouble about being able to sell?

A. In our experience the easiest end of the business was to get the volume.

Q. Questions have been asked of other witnesses as to whether, where two lines of implements other than harvesting machinery were manufactured, they were sold to different dealers in the same town. What do you know about the fact in that regard?

A. We find it necessary to select two and in a few cases three dealers in one town and give each a separate line.

Q. That applies to what implements?

A. That applies to tractors, threshers, stationary engines,

1 corn shellers, and as much of the smaller stuff as we can furnish.

Q. And you have done that throughout your—

A. We have done that for the last two years.

Re-cross Examination by Mr. Grosvenor.

Q. Was not one of the troubles of your company the fact that you had manufactured a much larger output than you could sell, for instance tractors and tractor engines?

2 A. No. According to the best estimate we have at the present time, I presume all the machinery we have manufactured for the current year will be taken in the current year. We manufactured much earlier our tractors than in previous years, expecting a big spring trade, which this year did not occur in tractors, and which gave us a stock on hand which will have to be sold in the fall months.

Q. Then, one of the troubles was that you had a larger stock on hand, of a very expensive implement, than you could sell?

3 A. That was the case three months ago. Our problem at the present time, excepting in tractors, is getting the goods fast enough to the field to meet the sales demand.

CHARLES D. ORTH, being duly sworn as a witness on behalf of the defendants, testified as follows:

Direct Examination by Mr. Post.

4 Q. State your name and residence.

A. Charles D. Orth.

Q. You are a member of the firm of Hanson & Orth, of New York?

A. I am.

Q. What is the business of that firm?

A. Hemp brokers.

Q. How long has it been engaged in that business?

A. 11 years.

Q. Has Hanson & Orth been in the habit of compiling statistics of the importation of sisal and other fibres into the United States?

A. Yes, sir.

Q. For how many years have such statistics been prepared 1
by that firm?

A. They have been prepared by the firm since its inception, 11 years ago, and prior to that time, for a period of about 25 years, by one of our employes, who was previously engaged with another firm of hemp brokers.

Q. Have those statistics been published?

A. They have.

Q. Where?

A. They have been published by us in the form of monthly and annual circulars, and also in various trade journals.

Q. Have they been accepted in the trade as reliable and 2
authentic?

A. I believe they have been the standard in the trade.

Q. Do those statistics include the importations of sisal fibre into the United States?

A. They do.

Q. How are the statistics gathered, Mr. Orth?

A. The statistics of sisal fibre are based upon the exportations from Yucatan. There is no method of sending hemp out of Yucatan except by steamer. We receive from Yucatan regularly, each month, a statement of each steamer 3
which has left the country, for any place. We follow up the entire cargo of that steamer to its eventual distribution, to some manufacturer in this country or abroad.

Q. Have you prepared a table based on those statistics showing the importations of sisal fibre into the United States for each fiscal year ending June 30, from 1903 to 1911, inclusive?

A. I have.

Q. Will you produce that statement?

(The witness hands a paper to Mr. Post, which, after inspection, is returned to the witness.) 4

Q. What were the importations of sisal fibre into the United States for the fiscal year ending June 30, 1903, in bales?

A. 512,894 bales.

Q. For 1904?

A. 651,107 bales.

Q. 1905?

A. 595,908 bales.

Q. 1906?

A. 602,724 bales.

Q. 1907?

A. 650,666 bales.

1 Q. 1908?
A. 654,994 bales.
Q. 1909?
A. 664,186 bales.
Q. 1910?
A. 565,960 bales.
Q. 1911?
A. 699,253 bales.
Q. 1912?
A. I did not prepare it for that year.
Q. Are you acquainted with the method pursued by the
2 customs authorities in ascertaining the amount of shipments into the United States?
A. I am familiar with the methods of the New York Custom House in that respect.
Q. Will you state how the weight of the shipments is ascertained?
A. The weight is taken from the consular invoices which accompany each bill of lading issued by any one steamer, both of which form the basis of entry at the customs.
Q. Where are these consular invoices made up?
3 A. By the shippers in Mexico in each case.
Q. Is any duty imposed on sisal fibre?
A. Coming into this country?
Q. Imported into the United States.
A. No.
Q. What precautions, if any, are taken to check up the consular invoices at the New York Custom House?
A. None that I am aware of.
Q. What weight is given in the consular invoices? How is that weight fixed, stated?
A. As a rule the total weight of the shipment is given in
4 kilograms.
Q. How is that translated into English pounds of weight?
A. In the New York Custom House a thousand kilos, which is actually but 2,205 pounds, is taken as a long ton of 2,240 pounds.
Q. What is the effect of the exchange from kilos into pounds as to making the Custom House figures larger or smaller?
A. That would result in the Custom House figures showing about one and a half per cent. greater quantity than is actually the case.

Q. What ton is used at the New York Custom House? 1
A. The long ton of 2,240 pounds.
Q. The long ton of 2,240 pounds?
A. Yes.

Cross-Examination by Mr. Grosvenor.

Q. Please state the amount of importations, according to your reckoning, in tons, in the years for which you have given the importations by bales, if you are able to do so.

A. I can do so. I have them compiled here in tons for 2 six years out of the nine regarding which I previously testified. I could give the tonnage of the other three years in a few moments.

Q. Well, before I ask you that: how do you make up your figures?

A. I have already explained that we make up our figures from the cargoes of the steamers which leave Yucatan.

Q. Where did you get the figures showing of what the cargoes consisted, how large they are?

A. There are a number of exporters in Yucatan who regularly issue circulars, monthly circulars, giving each 3 steamer which leaves there with her cargo; in addition to which there are several organizations there, such as farmers' clubs and others, who do the same thing, and all are interested in the accuracy of those figures.

Q. And from what are the consular invoices made up?

A. The consular invoices are made up by the exporter in each case and presumably from his bill of lading.

Q. You think that the Customs reports show that the importations are larger than they are in fact. I am asking you to explain your statements on direct examination. 4

A. I think that the Customs figures are larger than they are in fact, in some cases.

Q. What was the per cent. that you named on direct examination?

A. One and a half per cent., being the difference between the weight of 1,000 kilos, which is actually 2,205 pounds, and the practice of the New York Customs House of taking a thousand kilos as 2,240 pounds at one long ton.

Q. Then, you believe that where the Customs has found, for instance, 100 tons, it should be 98½ tons?

A. Yes.

1

Re-direct Examination by Mr. Post.

Q. You stated that you believed the importations as shown by the Customs were larger than the actual importations. Have you made any computation as to the difference between the Customs and your figures?

A. I have.

Q. What does that computation show?

A. That computation shows that the imports in long tons for the year ending June 30, 1906, were, according to our
2 figures 106,509 tons; according to the Government figures they were 98,037 tons; for the same period ending 1907, our figures show 104,254 tons, and the Government figures show 99,061 tons; for the same period ending 1908, our figures show 106,729 tons, the Government figures show 103,994 tons; for the same period ending 1909, our figures show 108,820 tons, the Government figures show 91,451 tons; for the same period ending 1910, our figures show 93,484 tons, the Government figures show 99,966 tons; for the same period ending 1911, our figures show 117,062 tons, and the Government figures
3 show 117,727 tons.

Q. What is the difference in the amount of tons for the years you have mentioned?

A. For the six years about which I have just testified, the Government figures are 26,622 tons less than our figures.

The Witness: I am not sure whether I was mentally confused in answering some of the questions which were asked upon cross-examination. Might I have that part of my testimony read?

Mr. Post: Which portion?

The Witness: With regard to the difference between the
4 weight of 1,000 kilos and its effect on these statistics.

(The Examiner read to the witness the following question and answer: "Q. Then, you believe that where the Customs has found, for instance, 100 tons, it should be 98½ tons? A. Yes.")

The Witness: (After further examination of his figures.) I think I have stated it correctly.

1

Re-cross Examination by Mr. Grosvenor.

Q. Mr. Orth, what size of ton are you talking about in your figures? I want to get that clearly on the record—the long ton, or the short ton?

A. I have been talking of the ton of 2,240 pounds.

Q. Do you import sisal yourself?

A. I do.

Q. Do you sell some of it to the International?

A. Yes.

Q. Is it imported directly in your name? 2

A. Yes.

Q. Please state how many tons of sisal you have sold to the International for each of the last ten years, giving the sales separately by years.

A. I could not state that from memory with any degree of accuracy.

Q. Will you please furnish me the figures? You can send the figures to the Examiner.

A. Surely.

Q. Will you do so? Can you state what the amount was 3 approximately for the last year?

A. I should say as to the last year that I may have sold them in the neighborhood of 15,000 bales.

Q. Making how many tons?

A. Approximately 2,700 tons.

Q. Will you let me look at the statement from which you read?

(The witness hands the paper to Mr. Grosvenor.)

Q. Mr. Orth, did you say that these figures which Hanson & Orth prepare are printed in trade journals?

A. I did. 4

Q. Why didn't you bring a copy of a printed publication or a printed copy instead of making up some new tables in pencil?

A. I did bring them; I have them here.

Q. Beg pardon?

A. I have them here.

Q. Well, that is what I want to see. Where are they?

(Five large bound volumes were handed to the witness by Mr. Post.)

The Witness: Do you wish to see them for some particular period?

1 Q. Yes, let me see the figures for the several years, if you have them. Have you them tabulated anywhere in printed form?

A. Oh, yes, they are all tabulated. Which years?

Q. Take the last seven or eight years.

A. Here are the figures for the calendar years 1908, 1909, and 1910.

Q. That does not give it according to the fiscal years?

A. No.

Q. Well, I understood the figures that you produced and put in on direct examination were the figures as published for
2 the fiscal year.

A. They are.

Q. Now, have you them anywhere in printed form, published according to fiscal years?

A. They are here. "Imported into the United States past month." This is dated January 5th and means month of December. The importations for the month of December, 1910, were 48,907 bales, which appears in this sheet, December, as 48,907 bales.

Q. Now I will direct your attention to certain figures on
3 page 8. Those figures are given for the calendar year, are they?

A. They are given for the calendar year.

Q. And you have gone to your files and obtained the figures for the different months and then made them up according to the fiscal year, but using the same figures for each month as were used for making the calendar year?

A. Yes, sir.

Q. That, I suppose, being for the purpose of comparison with the fiscal years respecting which figures were put in by the Government?

4 A. I suppose so.

Mr. Grosvenor: That is all. If you will kindly send a statement, Mr. Orth, showing the amount and number of bales and tons sold by you to the International during each of the last ten years. And I wish you would kindly make that up by fiscal years, to correspond with the figures which have been introduced.

1

H. L. DANIELS, recalled on behalf of the defendants, testified as follows:

Direct Examination by Mr. Post.

Q. You are Mr. H. L. Daniels?
A. Yes, sir.
Q. And you are the manager of the Fibre Department of the International Harvester Company?
A. I am; yes, sir. 2
Q. I show you Petitioner's Exhibit 229, being a statement of the importations of sisal and manilla by the International Harvester Company, 1903 to 1912, inclusive, printed in Vol. III, page 347 of the record in this case, and ask whether this statement was prepared by your direction and under your supervision.
A. Yes, it was.
Q. The statement shows the number of tons of sisal and manilla, respectively, imported by the International Harvester Company?
A. Yes, sir. 3
Q. What ton was used in making this computation—the long ton or the short ton?
A. The short ton—2,000 pounds each.

Cross-Examination by Mr. Grosvenor.

Q. Mr. Daniels, how do you buy your sisal—by long tons or short tons?
A. Short tons.
Q. How is that? 4
A. Short tons.
Q. Always bought it that way?
A. As a matter of fact, we do not buy it by the ton.
Q. You buy it by the bale?
A. We buy it by the pound, but whenever we use tons in our records we use the 2,000 pound ton.
Q. Have you been able to obtain some correspondence which I asked you to produce when you were called by the Government?
A. No, sir, I have not.

1 Q. You produced some mutilated correspondence and were going to endeavor to obtain copies.

A. I endeavored to obtain the originals, but found they were not in existence.

Q. Will you state, Mr. Daniels, just what this table of your importations, in respect to which you have testified, namely, Petitioner's Exhibit 229, page 347, purports to represent?

A. To represent the amount of sisal fibre and manilla fibre which the International Harvester Company imported during the years mentioned.

2 Q. Does that include purchases of sisal made by your company from individuals or firms in this country?

A. Yes, sir.

Q. Does that include, then, purchases which you may have made from Mr. Orth?

A. Yes, sir.

Q. You are sure of that, are you?

A. I think I am. It has been some time since I prepared that table, but I did it very carefully, and I believe that that includes all the purchases—

3 Q. Does that include all the sisal you have used in manufacturing your twine in each of those years?

A. Yes, sir, I believe it does; I believe that to be true.

ALEXANDER LEGGE, recalled on behalf of the defendants, testified as follows:

Direct Examination by Mr. McHugh.

Q. Mr. Legge, you were subpoenaed to appear in this 4 case on behalf of the Government, were you not?

A. Yes, sir; last fall.

Q. And were in attendance and available during the entire time the Government was taking its testimony?

A. Available always; not at the New York hearing, but at the Chicago hearings always.

Mr. Grosvenor: But you were not called by the Government.

The Witness: I was not put on the stand by the Government. I came over to the hearings a time or two, if I remember correctly.

Q. But you were never excused?

A. No, sir.

Q. Now, Mr. Legge, when you were on the stand the other 1
day we introduced the recapitulations which have been marked as exhibits. Do those recapitulations cover the entire United States?

A. They do not.

Q. What in a general way do they cover? What part of the United States?

A. They cover the principal grain growing sections between the Alleghenies and the Rocky Mountains. Approximately 75 per cent. of our domestic trade on binders is in the territories covered by the recaps.

Q. In certain states, where the territory in part is arable 2
land and grain-growing land, and in other parts mountainous country, where grain is not grown, do the recaps attempt to cover any more of those states than the portion which is devoted to the raising of grain?

A. Only the portion in general cultivation, devoted to raising grain.

Q. How long have you been in the implement business, Mr. Legge?

A. Since 1891.

Q. And in what capacities have you participated in the 3
implement trade?

A. First as a traveling collector and salesman, and as a collection manager for the McCormick Harvesting Machine Company at a general agency point; afterwards a general agent for the same company; later, manager of their entire collection department here in Chicago; still later, assistant manager of sales in connection with the collection work; from January 1, 1904, until November, 1906, assistant manager of domestic sales for the International Harvester Company of America; from November, 1906, until recently, assistant general manager. 4

Q. And you are now what?

A. General manager of the company.

Q. What has been the course of the development of the implement business in the United States since you have observed it, Mr. Legge?

A. When I first commenced in the business there were two general lines or plans of selling goods—the commission agency contract form used by the harvester people and the thresher companies, and the short-time or direct sales which was used by the manufacturers of plows and smaller tools generally. The development of the trade has been steadily toward a longer line, by each of the houses in the business.

1 There are a few exceptions to that, but, broadly speaking, it has been the adding of additional lines of goods to each of the principal organizations.

Q. But before I come to that specific thing; the commission contract was the contract under which the harvesting machinery was sold by all the companies?

A. It was, so far as I know.

Q. And you have seen the development of the western part of the United States, have you not?

A. Yes; most of it.

Q. And the western part of the United States was settled
2 up by what class of people, so far as their financial conditions were concerned?

A. Mostly homesteaders and men of very small means financially—the greater part of them.

Q. Men who went out onto the western prairies and took up farms and had no money to finance a farm or buy machinery; that is the fact, is it not?

A. That is the fact.

Q. And what was the necessity then with respect to the sale of harvesting machinery to those farmers?

3 A. For many years it was almost entirely on a long-term basis.

Q. The fact was that the implement manufacturer had practically to go into partnership with the farmer?

A. He had to finance him to the extent of his machinery and all the larger tools used.

Q. Now, did all the harvesting machinery companies take that risk and follow the frontier as it became settled country, and extend to the farmers the credits necessarily extended to them?

A. No. There was quite a difference in that respect. Some
4 of the companies confined their operations almost exclusively to the eastern or central states. Among the companies acquired by the International that was particularly true of the Osborne and the Milwaukee. They did not extend into the frontier territories to any great extent. They confined their operations—

Mr. Grosvenor: You are referring to the period prior to the organization of the International Harvester Company?

The Witness: Oh, yes. Other companies, such as Warder, Bushnell & Glessner—in fact I think all others except the McCormick—put restrictions on certain territories, established what was commonly known as a "dead-line" beyond which they would not sell except for cash, because of the extra haz-

ard and the long-time risk involved. The McCormick never 1
drew any such line; they have covered the territory everywhere during all of the time I have been in the business.

Q. Some of these "dead-lines" were east of the Mississippi River?

A. Not during my time. Some of them had been. I was advised by men then in the business that they had gradually extended the line farther west, as the country became settled.

Q. And where were they in your time?

A. In the particular territory in which I started, the dead-line was drawn approximately 100 miles west of Omaha, by the different companies using a "dead-line" terri- 2
tory.

Q. Running north and south?

A. Running north and south.

Q. And you say the McCormick Company never had a "dead-line"?

A. It never had a "dead-line."

Q. So that a great many of the companies—and that was true of the Wood and the Adriance-Platt, which stayed in the settled country—sold to the farmers in the developed country, and others went farther west and farther west and fol- 3
lowed the frontier as it changed to settlements, the McCormick Company particularly going on always as the frontier went on?

A. Yes; they covered all the territory.

Q. Now, Mr. Legge, the implement business, the harvester business, is a peculiar business in respect to the amount of money that is essential in order to carry it on, in proportion to the turn-over, is it not?

A. It is.

Q. Just tell us why and how.

A. The long credit—the long time, the long terms already 4
referred to; in addition to that, the fact that it is a one-season trade. The delivery of goods in the harvester line, in any given territory, is confined to a very short period of the year. The manufacturer is unable to deliver goods throughout the year, as in many lines of merchandise, or machinery either, but it is all delivered in a very brief period for the harvesting trade. The manufacturer must provide stocks throughout all the year in order to meet this short-season demand.

Q. Is there anything further peculiar in the business as to the manufacturer's function, in not stopping when he sells the goods?

A. There is. The harvester is not only a one-season

1 trade, but you might call it a hurry-up trade during that season. Its sole purpose is to harvest the crop when matured, and in most countries that must be done quickly, to avoid the danger of serious loss to the farmer; and when help is needed, either in the way of repairs or expert assistance, it must be forthcoming quickly. In other words, we can not wait to bring help from any great distance.

Q. So, the manufacturers assume not only the work of making and selling the machine, but of looking after it after it is sold and while in operation?

A. Necessarily so.

2 Q. And that continues from year to year—the looking after the binders?

A. Yes, sir.

Q. And, of course, no one can tell before the manufacturing season begins what the crop to be harvested is going to be?

A. I am sorry to say we have not been able to work out that problem.

Q. So that the manufacturers of harvesting machinery must anticipate a maximum crop and provide for it in the 3 way of machines, without the certainty of having a demand equal thereto?

A. That is particularly true in sections of the country. In a state like Illinois the risk is not so great. But we are at the present time moving goods from Kansas, where we thought certainly they were wanted thirty days ago. The condition has changed so quickly that there is no demand for them; there is no possibility of selling them, and they are being transferred in considerable quantities farther north.

Q. You have given a general sketch of the business in respect to some of its features, it being a short sale. Now 4 I want to get back to the matter you started to discuss a moment ago—the tendency to add other lines to the line of harvesting machinery that a manufacturer has. Describe that tendency, the reason for it, and when it began.

A. That began really before I entered the business. The pioneers in that movement, in the implement trade, speaking generally, were two of the big plow companies at Moline—the John Deere and the Moline Plow Company. They had, prior to the time of my entering the business, rounded out a comparatively long line of implements.

Q. They centered it around the plow line?

A. Yes.

Mr. Grosvenor: What companies did you name?

The Witness: The John Deere Plow Company and the Moline Plow Company, both at Moline, Illinois. Speaking for the McCormick Harvesting Machine Company, in the first years of my service we sold in that territory only binders and mowers. They manufactured a reaper also, which was not used in that section. During the next eight or nine years we added sulky hay rakes, headers, push binders, corn binders, corn shredders, knife grinders, and last a twine mill. In explanation of that I would say that they had been jobbing some twine prior to the building of the mill, but did not have a regular source of supply; it was a very unsatisfactory arrangement. 1 2

Q. And that expansion into new lines by the McCormick Company was in the eight or nine years after you became connected with the company, which was in 1891?

A. Yes. The last line of expansion referred to, which was the building of the twine mill, was in 1900 or 1901.

Q. In the years you have mentioned, after you came to Chicago with the McCormick Harvesting Company, these expansions were going on, at least some of them?

A. Some of them, yes, sir.

Q. What is the fact as to whether the development of the business of the McCormick Company and the entering upon these new lines required considerable amounts of capital? 3

Mr. Grosvenor: This witness has not shown any familiarity with the financial resources of the McCormick Company.

Mr. McHugh: Well, I will let that stand.

Mr. Grosvenor: I make my objection here. This question is preliminary, evidently, to other questions to follow.

Mr. McHugh: You may answer.

A. The immediate financial requirement was the reason given me for my coming and joining their Chicago organization. During the year 1899 I was called to Chicago and requested to arrange to transfer the business of the general agency to a successor, and asked to take up the management of the collection department of the company. That was discussed at some length, and the reason given was that they had so much money invested in bills receivable that they found it very embarrassing, that I had a better showing in that respect than some others, and they hoped I might be able to improve the general showing along the lines of capital invested in farmers' and dealers' notes. 4

Q. By collecting in?

A. By collecting in.

1 Q. Well, you were at Chicago with the McCormick Harvesting Machine Company in 1900?

A. Yes, sir.

Q. That was the year of the Paris Exposition?

A. Yes, sir.

Q. You had nothing to do with that exhibit?

A. Nothing.

Q. It already appears in evidence that there was an elaborate exhibit made there, and that Mr. Stanley McCormick was in charge.

A. Of course, I knew of it in the preparation of the ma-
2 chines for the exhibit, in a general way, but I had no charge of it.

Q. What was the effect of the experience of that Paris Exposition? What happened after the fall of 1900 or in 1901?

A. Those of the McCormick family who were present at the Exposition—my recollection is they were all present except Mr. Harold McCormick—came back very enthusiastic about the opportunity of expanding trade abroad. They had met the grain growers and dealers from all over the world at the Exposition, and they felt the time had arrived for a very
3 rapid growth in the foreign business. We were instructed to hunt up in our organization all the men we could find who could speak any foreign language, particularly German, as that seemed to be the one most desired, and equip them for work in the foreign field. During the following year quite a large number were secured from the domestic organization and sent abroad.

Q. The McCormick organization comprised heads of various departments?

A. Yes, sir.

Q. And the various heads of departments were making
4 suggestions with respect, each one, to his own department and its expansion and development, I suppose?

A. We were all requested to do so, and occasionally called together to discuss suggestions which had been brought up by any one of the department managers or by some of the owners themselves.

Q. And was there in the suggestions any urging to a still further extension of the business by going into additional lines?

A. That was almost constant, I should say, at practically every conference; some one of us had some scheme or some plan that he wanted to enlarge upon, either in the acquiring of raw materials or additional lines of machines.

Q. And were all the suggestions and propositions that 1
were recognized as good business propositions accepted, or were they deferred for reasons given?

A. I cannot recall any that was adopted during that period. I think they were all postponed or deferred for later consideration.

Q. And why?

A. Personally I think I was familiar all the time with the reason why. That was not made a matter of general knowledge to the department managers until some time in the spring of 1902, at which time Mr. McCormick (which one of
the McCormicks I cannot say) advised them that it would be 2
impossible to go ahead with some proposition then being discussed because they were borrowing every dollar they could get anywhere, that they had really passed the danger line in the amount of borrowed money they were using, and under those conditions it was useless to consider further any proposition calling for additional capital.

Q. At the meetings where these heads were called in to discuss various projects that had arisen as to expansion of the business, were there various discussions as to how to add
to the working capital of the company? 3

A. Yes; many plans were considered. We had very little in the way of precedent to go by in the development of the farm machinery trade. The Studebaker people had put out a small bond issue prior to that time, and I think either Deere or J. I. Case, one of the other manufacturers. Aside from that we were discussing something new and untried so far as the farm machinery trade was concerned. We discussed bond issues and increase of capital stock. I do not think I could attempt to state how many different things were discussed. We covered the field frequently and broadly.

Q. In any of these conferences was the question of the 4
purchase of another plant up for discussion?

A. Do you refer to a plow plant?

Q. No, harvesting plant.

A. It was. I could answer that broadly. There were discussions as to the purchasing of plants of other lines of goods, and also the purchasing of other harvesting machinery plants.

Q. Was the purchasing of other harvesting machinery plants brought up as a matter of instant purpose? I mean a definite purchase upon specific terms, of a specific plant, or general discussion as to whether a purchase of another plant would help the situation.

1 A. The discussion was general. That was one of the many things discussed at those conferences.

Q. And was there in that discussion reference to any previous discussions of purchases of other harvesting plants?

A. Yes; twice that I can recall. One was in reference to an offer made some time previous by the elder Mr. Deering—William Deering, to sell his property, and one was referred to as a previous offer of the Milwaukee Harvester plant, at some earlier date. I was not present when those offers were considered, and can only say such were referred to in those discussions.

2 Q. But referred to as matters of ancient history, and not pending matters?

A. Yes.

Q. The conferences you have spoken of were in regular, stated meetings?

A. No, sir.

Mr. Grosvenor: This is somewhat leading.

Q. Well, were they?

A. They were usually occasioned by some one of the department managers bringing up for consideration something 3 in his particular department, and the others were called together in conference to discuss the advisability of whatever the suggestion might be.

Q. And the discussions would take a wide range, I suppose?

A. Usually.

Q. Do you remember, in the spring of 1902, the matter of an option on the Milwaukee plant being considered and discussed and decided upon?

A. Yes, sir.

Q. Just tell about that.

4 A. That is the occasion I referred to when reference was made to a previous offer. In discussing the option offered on the Milwaukee property, it developed that it was not the first time it had been submitted. I cannot tell when the previous occasion was, but I know from the conversation that it was not the first time it had been looked into. This was in the spring of 1902. My recollection is that it was somewhat earlier than the date referred to in Mr. Middlekauff's testimony, which I have read. He states, I think, May. My best recollection is that it was March. I feel that a longer time elapsed between that period and the time in which he came back the second time, that he refers to in his testimony.

Q. Now take the time in the spring, the first time you

speak of, when Mr. Middlekauff came with the option of the 1
Milwaukee plant. Was it considered and decided upon as to whether the McCormick Harvesting Machine Company would buy it, or not?

A. It was. My best recollection is that that was the time when Mr. McCormick stated that there was no use considering it because they were too deeply involved financially, and no matter how attractive it might be they could not take it on.

Q. That was definitely so decided at that time?

A. Definitely decided at that time.

Q. Do you know the facts with respect to the second time when Mr. Middlekauff secured the option and when $100,000 2
was provided to enable him to make the payment?

A. Generally, I do. I could not say definitely how the request came for the sending of that option to New York, but I do recall—

Q. That was after Mr. McCormick had returned from New York?

A. Yes. To make that story perhaps more complete, I should say that some time after the Milwaukee option was declined I prepared some figures and estimates of cash receipts, for the McCormicks, and it was stated by them at that 3
time that they had been forced to secure additional loans considerably in excess of anything they had ever been required to do in the past. 1902 was a large manufacturing year, a big crop year, and the demand for goods was very heavy, and that added demand for goods was apparent early in the season and called for an outlay of cash considerably in excess of anything we had ever had previously—larger manufacturing. The estimates were prepared for them as to what they might expect in the way of early returns, and as I recall they were rather disappointing. I heard nothing further concerning that for what seems to me to be quite a 4
long period of time, a couple of months I should say, and then was advised that they had taken up the question of financing with the firm of J. P. Morgan & Company, and felt that they were going to—

Mr. Grosvenor: I object to this hearsay statement by the witness. The proper persons to call in respect to all these transactions are, of course, the McCormicks themselves, who had the dealings, or Cyrus Bentley, their counsel, who went with them, and not this witness, whose information is purely hearsay.

Q. I wish you would tell the circumstances with respect to the $100,000 that was advanced.

1 A. Mr. Middlekauff was requested by Mr. Daniels, one of our department managers, to take the option on the Milwaukee plant to New York. It later developed, at least I have always so understood, that the option had expired. Upon trying to renew it—I am now referring to the option which had been declined by the McCormicks some months previously—on undertaking to renew the option, they demanded a cash payment of $100,000. This came back to our office through Mr. Daniels, with whom Mr. Middlekauff had communicated. The question of paying the $100,000 for the option was taken up by long-distance telephone with Mr. Morgan's office in
2 New York.

Mr. Grosvenor: Were you present at the time?

The Witness: That it was taken up? I did not do the telephoning, Mr. Grosvenor. I was present when it was discussed by those of us in the office at the time.

Mr. Grosvenor: Who did do the telephoning?

A. I think Mr. Harold McCormick or Mr. Ranney, who was cashier at the time.

Mr. Grosvenor: I object to this witness testifying as to these matters, on the ground that the testimony is based
3 wholly on hearsay, and that the other persons named by him are the proper witnesses.

Q. State what you personally know about the matter of the $100,000 that was provided. State that in your own way, and state what you personally know about it.

A. I was called into conference, at which were present Mr. Daniels, Mr. Mayer, Mr. Krebs—I am not certain as to Mr. Krebs, but Mr. Daniels and Mr. Mayer and possibly others, and the question was asked us as to whether in advancing the money to secure this option the McCormick—

Q. I am trying to keep out of conversations.

4 A. Well, it is pretty hard to do that when you are going back over ten years, Judge. It was asked as to whether the payment of this $100,000 advanced to Middlekauff would involve the company in any liability, and the result of the conference was that Mr. George W. Perkins was called on the telephone and asked if he understood—well, of course I can't say what he was asked; I did not telephone him.

Q. You know there was a conversation with Perkins over the telephone?

A. Over the telephone.

Mr. Grosvenor: I renew my objection to all this character of testimony, as to these conferences and what transpired, on

the ground that it is hearsay, and the proper witnesses to be 1
called are the owners of the business at that time.

Mr. McHugh: Your objection may go to everything.

Mr. Grosvenor: Then I will not repeat it.

Mr. McHugh: That is all right.

Mr. Grosvenor: On the grounds above stated.

The Witness: After the telephone conversation with Mr. Perkins the money was given to Mr. Middlekauff to go ahead and procure the option for them.

Q. Do you know for whom that was acquired?

A. I do.

Q. For whom? 2

A. It was acquired for J. P. Morgan & Company.

Q. Now, Mr. Legge, did you go to New York in July, 1902, and stop at the Manhattan Hotel?

A. Yes, sir.

Q. Why and when did you go?

A. Some time early in the month of July I was asked to go to New York. Some question had come up with reference to the receivables, the value of the notes of the McCormick Harvesting Machine Company; some question had been raised by Morgan & Company as to the value of the notes and 3
accounts outstanding, and I, having direct charge of their receivables, was asked to go down to explain any questions that might come up regarding them.

Q. Do you know when and why Mr. Swift went down?

A. Mr. Swift was called at the same time. The question under discussion was as to whether there were any patents for which the McCormick Harvesting Machine Company could rightly expect compensation in the sale of their business. Mr. Swift was in charge of the patent department.

Q. When did Mr. Swift go down?

A. We went together. 4

Q. And how long did you stay there?

A. About a week; perhaps seven or eight days.

Q. And how long did Mr. Swift stay there?

A. We returned on the same train.

Q. This is Mr. Rodney B. Swift?

A. It is.

Q. In any of the discussions or conferences at any time during 1902 was there ever any mention of any trip by Mr. McCormick and Mr. Swift together to New York?

A. Never, to my knowledge.

Q. When the International Harvester Company was organized what was your position with that company?

1 A. I continued in the same position with the McCormick Division, as it was then called, as I formerly had with the McCormick Harvesting Machine Company—manager of their collection department and assisting the manager of sales.

Q. I wish you would describe the course of business of the International Harvester Company the first year of its existence, during the period of what we call the divisional year, when it was operated by divisions.

A. I can best describe the operations of the division with which I was identified. We were notified that no attempt would be made to reorganize the business for the present;
2 that we were to go on and push the trade the best we could, under the same general policy and plan that we had been following in the past. This continued until perhaps mid-summer of 1903—I should say June or July—when discussions were held as to reorganizing in permanent form the sales organization, which went into effect January 1st following. There was no discussion of such organization until during or after harvest of 1903.

Q. What was the reason for having these separate organizations run along, each in charge of one division, and the delay in effecting the organization of the International Har-
3 vester Company's sales force?

A. I think the principal reason was the matter of taking inventories. Under the terms of sale to the International Harvester, all property all over the world, had to be appraised and inventoried, and it was a large task because of the fact that we at least (and I think it is true of some of the other divisions), had repair stocks and machines and credits and warehouses and property of various kinds in every country where there was any trade in our line of business. That work occupied a large part of our time and energies all
4 through the year 1903. My recollection is that the inventories and appraisals were not finally finished until some time after that date, after the new organization had gone into effect.

Q. And the vendor companies, or at least the two principal vendor companies, the McCormick and the Deering, were interested not only in the appraisement of their own property but also the appraisement of the other properties?

A. That was true of the McCormick interests. I am qualified to answer that, because we were asked to exercise care not only as to the accuracy of our appraisals and inventories, but we spent a lot of time investigating and checking those of the other properties acquired, the Deering, the Champion, and so on.

Q. So far as you know, that was the policy pursued by 1
the others?

A. By the others; in fact I know it was by the Deerings at least, because they went into our inventories and appraisals quite exhaustively to satisfy themselves as to the accuracy of them.

Q. And the heads of the business were considerably occupied with the work of the appraisals that was going on? I mean by that, Mr. McCormick, the president, and Mr. Deering, the chairman of the board of directors.

A. My recollection is that they were almost entirely occupied with that work for a long period of time. 2

Q. During the year 1903?

A. Or the greater part of it.

Q. So that the sales organization of the International Harvester Company was running along by its own force for that first year, practically?

A. We felt we got very scant consideration, some times scarcely scant courtesy, on the part of the owners of the business, on any proposition we had to put up with reference to any current business.

Q. Now, what things were happening out on the field, 3
right after the organization of the International Harvester Company and while they were running along through these divisional years?

A. A great many things were happening.

Q. Each company had its separate dealers throughout the country?

A. Yes.

Q. When the International was organized?

A. Yes.

Q. Now, after the International was organized and the company was running along through these different divisions, 4
each with its own traveling salesmen and blockmen, what happened with respect to the work of these blockmen and traveling men?

A. The most notable thing that I recall was the marked tendency on their part to follow what might be called the lines of least resistance. Instead of maintaining and improving their line of representation in the country there was a decided tendency on the part of many of them to put their goods in with any other agent of the International Company, any other dealer handling other lines of some of the other divisions, as being the easiest way to meet the situation in case of an unsatisfactory dealer or one going out of business.

1 Q. That is, if a Deering traveling man found that his dealer in a town was going out of business, instead of hunting around and getting a good, live dealer to represent his line, it was a good deal easier to take the line over to the McCormick dealer?

A. Yes, or whoever was the best dealer in the town; that was the one he tried to take it to, whoever that might be.

Q. Was there any tendency or desire of dealers with respect to acquiring all the lines?

A. In some cases. I do not think that was general. I think that most dealers then and now prefer to handle one line of
2 harvesting machinery, it being more satisfactory; but there were numerous exceptions in which the dealer felt that inasmuch as one company owned the several lines of machines they should give them all to him to sell, which would mean dropping out anywhere from one to three or four other dealers in the same town. Occasionally those requests came in to the different divisions, from different dealers in the same town. The local dealer would approach the Deering Division for the agency for all of the other International lines, and the McCormick man perhaps in the same town would do the same.

3 Q. Were efforts made by the sales organizations of the Divisions to counteract those desires?

A. There were. That was one of the most frequent subjects of discussion for a time, at first, at the conferences of the sales managers. In explanation I will say that while not a member of the Sales Committee, I attended their meetings rather frequently and sometimes represented the McCormick Division in the absence of Mr. Mayer.

Mr. Grosvenor: I want to make an objection to the qualifications of this witness to testify about the Sales Committee, as to the policy thereof or what was done in conference, ex-
4 cept those at which he was present, the names of that Sales Committee being in evidence in this record and several of the gentlemen who were members of that committee being still alive and officers or important officials of the International Harvester Company.

Q. Now, Mr. Legge, the International Harvester Company today pursues the policy of having separate representations, so far as it can, for the separate harvesting lines that it manufactures?

A. It does.

Q. I wish you would give the reasons then and now actuating the company in deciding upon that policy.

A. The vast majority of the dealers themselves would pre-

fer, judging from my experience and acquaintance with them, 1
to handle but one line of harvesting machinery. Otherwise it involves added warehouse facilities, which few of them have, and it involves the keeping of separate and similar repair stocks, and occasions a great many mistakes in the handling of them by the dealers and the dealers' employes. That is one reason. On our part we find that where dealers do wish to handle two or more lines, they seldom have facilities by which they can give satisfactory service to the customers, and in those cases we have frequent complaints from the farmers that the local dealer does not protect them in keeping up his
repair stock and generally looking after his business as well 2
as when he was handling one line.

Q. What effect does that have upon your own sales?

A. It necessarily give us less representation and less business. Pardon me, that may not be clear. The combining of several lines with a less number of local dealers gives us less representation, less business.

Q. And where one dealer has all the lines it reduces your representation and the activity in the sales of machines, and reduces the activity to care for the needs of the farmer in connection with the machines? 3

A. It does. There are occasional exceptions to that rule. Occasionally a firm is large enough and aggressive enough and has sufficient warehouse facilities and other facilities so that they can and do give satisfactory representation on more than one line of machines, but those are the exceptions.

Q. So that for those reasons the International Harvester Company has preferred, and still prefers, to have the exclusive service of an agent, if it can get it?

A. It certainly does.

Q. That is the general rule, isn't it?

A. It is. 4

(A recess was here taken until 2:00 o'clock P. M.)

Q. Mr. Legge, you have explained the policy of the company in having representation for the individual harvesting lines, and the purpose of it, the reasons for it. I want to ask you about the fact in regard to that matter. Have you a table showing the average number of dealers per town in the United States, dealers who handle harvesting lines of the International Harvester Company?

A. I have.

1 Q. I hand you paper marked Defendants' Exhibit 183 and ask you to state whether that is the statement to which you refer.

A. It is.

Q. And is that statement correct?

A. It is.

Q. This Exhibit 183, in the first column gives by years the number of commission contracts?

A. It does.

Q. That represents the number of dealers throughout the United States who are handling harvesting machinery of the
2 International Harvester Company under commission contracts?

A. Yes, sir.

Q. Now, certain dealers in the United States handle harvesting machinery of the International Harvester Company under sales contracts?

A. Yes; a small number, comparatively.

Q. And the second column, beginning with the year 1908, gives the total contracts, commission and sale, for the International Harvester Company's harvesting machinery in the United States?

3 A. For the past six years. Prior to that time we had no record of any sales contracts. However, they were very few.

Q. The third column represents the number of towns represented by the total contracts?

A. We have a record of that for the past five years only.

Q. And the figures in the third column indicate the number of towns in which the International Harvester Company has a dealer who handles its harvesting lines, or one of them, either by commission or sales contract?

A. Yes, sir, it does.

4 Q. And the fourth column gives the average number of contracts to the towns, including in the basis of computation the sales and commission contracts?

A. Yes, that is correct.

Mr. McHugh: The defendants now offer in evidence Defendants' Exhibit 183.

Defendants' Exhibit 183 is as follows:

1

DEFENDANTS' EXHIBIT 183.

U. S. Contracts—Commission and Sale—Old Lines (Binders, Mowers and Reapers).

Year.	Number Commission Contracts.	Total Contracts Commission and Sale.	Number of Towns Represented by Total Contracts.	Average No. Contracts to Town.
1904	42,149	#	#	
1905	36,950	#	#	
1906	34,412	#	#	
1907	31,244	#	#	
1908	28,636	31,758	#	
1909	29,086	32,511	20,487	1.58
1910	27,025	30,801	20,460	1.50
1911	26,665	30,941	20,724	1.49
1912	26,940	30,731	21,127	1.45
1913 (5/31)	26,009	29,500	20,630	1.43

2

3

#No record for this year.

Q. In 1902, when the International Harvester Company was organized, there was in the contracts of all harvesting companies what is known as the exclusive clause?

A. There was; had been during my experience in the business.

Q. What is that?

A. And had been during all the years I had been in the business prior to that time.

Q. What is the fact as to whether in 1902, 1903, and 1904 that clause of the contract was enforced, or whether it was a practical dead-letter? 4

A. It was a practical dead-letter except so far as our efforts were able to prevent the bunching of our several lines in one man's hands. That we were able to prevent to a considerable extent during 1903 and 1904.

Q. But what is the fact as to whether during those years dealers in considerable number were actually handling several lines of harvesting machinery?

A. Yes, and they had for quite a number of years prior, and did during that period.

1 Q. Now, Mr. Legge, state the fact as to whether it has ever been, and is now, the policy of the International Harvester Company to coerce the implement dealers of the United States into the handling of the harvesting lines of the International Harvester Company exclusively.

A. It is not.

Q. State whether or not it has ever been the policy of the International Harvester Company, and whether it is the policy now, to attempt to coerce the dealers of the United States into handling the new lines of the International Harvester Company through the harvesting lines.

2 A. It has not and is not.

Q. You are and have been for years familiar with the implement business in the United States?

A. Yes, sir.

Q. And widely acquainted with the implement dealers of the United States?

A. Yes, sir.

Q. What is the fact as to whether, in your judgment, the International Harvester Company could successfully carry out such a policy if it attempted it?

A. It could not carry it out.

3 Q. And has there been a time since the International Harvester Company was organized in which it could successfully carry out such a policy, if it attempted it?

A. No, sir, there has not.

Q. What is the fact, Mr. Legge, as to whether there was a larger or a smaller number of canvassers utilized in the business of the International Harvester Company in 1903 than were utilized by the vendor companies separately in 1902?

A. There was a smaller number; approximately 60 per cent. of the number used in 1902 were used in 1903.

4 Q. What is the fact as to whether the exclusive clause that was in the contract in 1903 and 1904 was utilized or was attempted to be utilized as part of any plan to monopolize the local implement dealers of the United States in the sale of the International Harvester Company lines?

A. It was not.

Q. Do you know how many men have been engaged in the sale of International Harvester Company's goods in the United States? I mean the largest number in any one year, say.

A. Outside of the home selling office in Chicago, it has run as high as 5,000. The average, I think, would be about 4,500 employes. That is, the total sales employes, including

general agents and their staff at the agencies, and all the 1
traveling men.

Q. And you have had instances, I suppose, of some of these 4,500 employes in the sales department violating the policy of the company?

A. We have.

Q. And I suppose that occurs in business, and is bound to occur?

A. We have very much less of it than we had years ago. We still have exceptional instances, and probably always will have.

Q. What is the fact as to whether the company counte- 2
nances or palliates these violations by employes, when discovered?

A. It does not. We have tried earnestly to eliminate all practices of that kind from the business of the company, and generally speaking we have been quite successful in doing so.

Q. The instances that have occurred have been very few in number, and exceptional, have they?

A. Yes.

Mr. Grosvenor: That is objected to as leading.

The Witness: They have been very few of late years. They 3
were rather more frequent during the first year or two of the company's operations.

Q. Mr. Legge, I wish you would describe briefly the value to the International Harvester Company of the Osborne plant.

A. That part of it with which I am most familiar was the acquiring of a line of tillage tools, which we did not have, comprising harrows of all kinds, cultivators.

Q. Describe in a brief way, generally, the value of the Buckeye property that the International Harvester Company acquired.

A. The Buckeye property? 4

Q. I mean the value to the International Company.

A. The Buckeye plant is well located, in a good manufacturing district, close to the source of supply of the raw materials, and was acquired by our people at a very attractive price and at a time when we were contemplating engaging upon other lines of manufacture. The particular line discussed in connection with that was never used there, namely, grain drills. It was discussed particularly in connection with the Buckeye property when it was acquired.

Mr. Grosvenor: May I interrupt? Did this witness have anything to do with the purchase of the Buckeye plant?

Mr. McHugh: No.

1 The Witness: Only so far as my judgment went as to the value of the property and its location.

Q. You were asked for your judgment?

A. Yes.

Q. What was the value of the Keystone plant to the International Harvester Company?

A. The Keystone plant included a few other tillage tools, but mainly a good line of hay loaders, side-delivery rakes, corn shellers, none of which we had at that time. It was also well located for manufacturing, and possessed a valuable water power, which we have developed and are now using.

2 Q. Now, Mr. Legge, the International Harvester Company entered upon the construction of new lines after its organization?

A. Yes, sir.

Q. I wish you would describe the advantages of the long line and the necessity for it and the reasons for going into it.

A. The advantages are the ability to secure and maintain a better selling organization and economies in distribution of the stock, often securing full carload orders for shipment to an agent who would not want a full carload of any one individual tool; the second question, as to the reason, was to se-
3 cure those advantages and to do away with the very great handicap which we had always had in the binder business, of being compelled to employ a very large force of men for a short period of time.

Q. What were the inconveniences incident to the work of getting up a sales organization in the field for the sale of harvesting machinery only?

A. The harvesting machine business then, and to a less extent now, required a very large force of men during the delivery season and harvesting period. Those men we had no
4 permanent employment for. As soon as harvest was over they had to be dispensed with, and the following spring we would have to start in with raw recruits, and naturally the better class of men would not continue to come back to us for three or four months' employment, but would seek employment elsewhere, of a more permanent character. It made it impossible to maintain an efficient well-trained organization.

Q. The long line enabled the company to have what they call an all-year-round organization?

A. It did. Today they are employed practically continuously throughout the season; some slight fluctuation at different periods.

Q. You have already answered that the International Har-

vester Company has not used the harvesting line to force the 1
sale of the new lines. I wish you would explain why, from considerations of wise policy, such a course would be a mistake, even if possible.

A. In the first place, it would not be possible with the great majority of dealers, particularly the better class of dealers. Even though occasionally salesmen might succeed in selling or delivering goods under such practices, it is an injury to the house he represents to do so. There is only one correct method for a salesman to follow, and that is to sell each article he does sell on its merits. To illustrate: if a salesman succeeded in getting a customer to take a shipment of goods because of 2
personal friendship for himself, or because of the influence of other lines, as indicated by your question, the dealer takes it reluctantly, he has not learned the goods, he has not any confidence in them; he does it as a matter of accommodation, or as a matter of thinking he has to, and he does not enter into the sale of them with any enthusiasm, and the result is unsatisfactory to him and to the representative of the company. The next time the representative goes around to sell him goods, he finds that the dealer is probably carrying over a large part of what he will need for the next year, simply 3
because he has not been successful in disposing of them, and the fundamental trouble is that he did not believe in the goods, did not take sufficient interest in them; in other words, they were not properly sold, to commence with.

Q. In connection with the introduction of your new lines in the market, have you prepared a statement of the number of dealers in the United States representing the International Harvester Company in the sale of sundry implements?

A. A statement was prepared under my supervision.

Q. Handing you the paper marked Defendants' Exhibit 184, I will ask you to state whether that is the statement to 4
which you refer.

A. It is.

Q. On the top line of that statement you have had placed the number of commission and sale contracts of the International Harvester Company with dealers in the United States, in the various years named, from 1908 to 1913, inclusive?

A. Yes.

Q. And following that you have given the number of dealers in the United States who were handling the lines of implements as stated in the exhibit?

A. I have.

Q. And the exhibit also gives the percentage of dealers

1 who handle new lines to the number who handle the old lines?

A. It does.

Mr. McHugh: The defendants offer in evidence Defendants' Exhibit 184.

Mr. Grosvenor: I object on the ground that it is immaterial, and reserve the right to make further objection after I have had an opportunity to cross-examine the witness.

Defendants' Exhibit 184 is as follows:

DEFENDANTS' EXHIBIT 184.

2 Number Dealers Representing Us in United States on the Following Machines:

	1908	1909	1910	1911	1912	1913 5/31	% New Line Dealers to Old Line Dealers 1913
No. of Commission & Sale Contracts							
Old Lines (Binders, mowers and reapers)	31,758	32,511	30,801	30,941	30,731	29,500	
Side Delivery Rakes	2,371	2,888	2,937	2,759	2,542	2,238	7.6
Hay Loaders	2,159	2,542	2,804	3,047	2,487	2,197	7.5
Tedders	*	*	*	3,304	2,059	1,880	6.4
3 Sweep Rakes	*	*	*	2,495	2,191	1,631	5.5
Stackers	*	*	*	1,286	1,223	610	2.1
Hay Presses	*	*	*	1,479	1,680	942	3.2
Shellers	1,420	1,874	1,776	2,125	3,018	2,691	9.1
Disk Harrows	*	*	*	10,455	11,204	10,869	36.8
Spreaders	6,417	10,674	8,507	7,524	6,483	5,214	17.7
Wagons	4,191	5,870	5,131	6,598	6,388	4,503	15.3
Cream Separators	3,495	4,439	4,637	4,653	5,346	4,013	13.6
Feed Grinders	*	*	*	1,828	2,143	1,955	6.6
Autos	*	*	*	894	859	497	1.7
Engines & Tractors	4,153	6,155	5,492	6,382	6,536	5,768	19.5

* No record for this year.

4 Q. Have you had prepared, Mr. Legge, a statement of the sales in the United States of the implements of the International Harvester Company, by districts, separating the sales as between the old and the new lines, in the year 1912?

A. I have.

Q. Handing you paper marked Defendants' Exhibit 185, I will ask you to state whether that is the statement to which you refer.

A. It is.

Mr. Grosvenor: Same objection.

Q. The districts named in Defendants' Exhibit 185 are the districts as the United States is divided for the purpose of transacting the business of the International?

A. They are. 1

Q. And, broadly, what is included in the Central District?

A. Indiana, Illinois, southern Wisconsin, western Michigan.

Q. What is included in the Eastern District?

A. Ohio and territory east of Ohio, including eastern Michigan.

Q. What is included in the Northwest District?

A. The north half of Iowa, Minnesota, northwest Wisconsin, and territory west to the Coast.

Q. What is included in the Southern District?

A. The territory south of the Ohio River, including the 2 States of Arkansas and Louisiana west of the Mississippi.

Q. And what is included in the Southwest District?

A. The south half of Iowa, Nebraska, except the northeast portion, of Missouri and states west thereof to the Coast.

Q. This Exhibit 185, as well as Exhibit 184, correctly represents the facts?

A. They do.

Q. What is the fact about the Southern District, as to whether that is a great binder country?

A. It comprises almost all of the Cotton Belt; it has a 3 very limited trade on binders.

Q. And what is the fact as to the Eastern District, with the exception of Ohio and a small portion of western New York?

A. There is very small trade on binders in the Eastern District.

Q. And the Northwest District?

A. The largest sale is on binders.

Q. And the Southwest District?

A. The second largest.

Mr. McHugh: The defendants now offer in evidence De- 4 fendants' Exhibit 185.

Mr. Grosvenor: Same objection.

Defendants' Exhibit 185 is as follows:

1

DEFENDANTS' EXHIBIT 185.

Statement of Sales in the United States by Districts Old and New Lines.

Season 1912.

District	Total Sales	Old Line Sales	Per cent. of Old Line Sales to Total Sales	New Line Sales	Per cent. of New Line Sales to Total Sales
2 Central	$10,433,788.26	$ 6,060,244.13	58.1%	$ 4,373,544.13	41.9%
Eastern	10,005,761.59	5,089,070.28	50.9	4,916,691.31	49.1
Northwest	18,132,867.64	12,859,053.44	70.9	5,273,814.20	29.1
Southern	6,656,842.31	3,201,083.22	48.0	3,455,759.09	52.0
Southwest	16,694,925.83	11,853,004.29	71.0	4,841,921.54	29.0
	$61,924,185.63	$39,062,455.36	63.1%	$22,861,730.27	36.9

NOTE:—The Sales in this statement include only goods of I. H. Co. manufacture.

June 24, 1913.

3 Q. Mr. Legge, there has been proof in the case that the International Harvester Company in the eastern part of the United States has sold certain tillage implements under the trade name of McCormick and Deering. That is the fact, is it?

A. I believe so. I am not clear as to the testimony. There have been some sold. You said it was shown in the case. I am not clear as to that. There have been such sales.

Q. Have you had a table prepared showing the percentage which the total sales of the new line goods sold under the Deering and the McCormick trade names in the United States 4 bear to the total sale of new line goods in the United States?

A. I have.

Q. Handing you paper marked Defendants' Exhibit 186, I ask you to state whether that is the statement to which you refer.

A. It is.

Q. That correctly states the fact?

A. It does.

Mr. McHugh: The defendants now offer in evidence Defendants' Exhibit 186.

Mr. Grosvenor: Same objection.

Defendants' Exhibit 186 is as follows:

DEFENDANTS' EXHIBIT 186. 1

New Line Goods Sold Under Deering and McCormick Trade Names and the Percentage of Such Sales to the Total Sales of New Line Goods.
United States.

	1910	1911	1912
New Line Goods sold under Deering & McCormick Trade Names	$ 619,480.11	577,930.51	618,330.92
Total Sales of New Line Goods	20,217,651.22	20,561,291.81	23,332,332.92
Percentage of New Line machine sales sold under Deering & McCormick Trade Names	3.06	2.81	2.65

2

Q. Mr. Legge, I wish you would state why it is that the International Harvester Company has taken on more than one line of particular new sales goods. How has it happened?

A. There has not been any definite, well-defined policy as to that. We have developed or acquired anywhere from one to four or five, according to which particular line of goods you refer to.

Q. Well, take wagons.

A. In wagons we acquired two lines, in the purchase of 3 the Weber plant, known as the Weber and the Columbus, which were then manufactured at the plant under the former ownership. Since that time we acquired the Bettendorf steel wagon, and developed another steel wagon, trying to improve on the Bettendorf—a different type of construction.

Q. So that you have four kinds of wagons?

A. Four kinds of wagons—really, two lines; one line of wood wagons and one of steel wagons.

Q. And the company entered upon the manufacture and sale of steel wagons because of the judgment that that type 4 of wagon was likely to supersede the wood wagon?

A. The growing scarcity of suitable material for building the wood wagon.

Q. And that is an illustration of the way you have taken on several lines of implements? Take manure spreaders.

A. We started out with one line of spreaders, known as the reverse apron type; found that in certain sections of territory the demand was for what is known as the endless apron type, which was developed later. Those two today are practically one line of spreaders—the same construction, except as one is the endless apron and the other the reverse apron style, one being popular in certain territories, in hilly

1 countries or because of local conditions, and the other being more popular in other localities. We later acquired the Kemp, which was the oldest of the spreader lines. Some questions had come up concerning patents, and this property of Kemp's was offered for sale at what looked like an attractive price, and we bought it.

Q. The Kemp was the original patent?

A. The Kemp was the original patent, and Kemp was the owner of a large number of patents of later date.

Q. Have you developed another form of spreader—the Low-Down?

2 A. When we acquired the Kemp it was built only in one style—a reverse apron. We have added the endless apron to that. Later both styles of spreaders were changed twice, first from wood to steel construction, and later from steel construction to what is called the Low-Down type, also of steel construction.

Q. In the matter of taking up new lines, has the International Company always waited to have the demand created before it entered on the work, or has the International Harvester Company put out implements and done work in educating the farmers in their use and the necessity for them,
3 and in that worked out the popularization of various implements?

A. That is true of certain of the new lines, not of all of them.

Q. In a general way tell about them.

A. That is particularly true of engines and spreaders. The gasoline engine was not in common use on farms when we took hold of it. It appeared complicated to the average farmer, and he was slow in buying it. With our organization, covering the country closely as we do, he felt he could get
4 help quickly if needed, and we met with success right from the start in the sale of gasoline engines. The use of them increased very rapidly. That trade increased much more rapidly than we could care for our share of it.

Q. Take manure spreaders.

A. The manure spreader has been a matter of slower growth. We have spent a very large amount of money in advertising and demonstrating and in every way exploiting the manure spreader, believing it to be one of the most useful and most necessary tools for the farmer. Yet they were very slow to take hold of it.

Q. The western farmer did not take very kindly to the idea of fertilizing his soil?

A. Didn't find it necessary, or didn't realize what the 1
necessity was, and, as they say in Missouri, they "had to be shown" all the way along the line on the spreader.

Q. The tractor engines for farms.

A. We were among the first in that line, although I think not the first. One or two others had sold a few engines of the internal combustion type before we entered the field. We have been successful in exploiting that, and two lines of those have been developed. That has been a matter of trying to meet the demand in different sections of the country for different types of tractors.

Q. I wish you would describe, Mr. Legge, the repair and 2
expert service rendered by the International Harvester Company and what has been done by the International Harvester Company to make that repair service more effective than it had previously been.

A. Perhaps the principal gain made was in the larger number of distributing points from which repairs for any of the goods made by the company could be obtained. The largest number of branch houses in the United States of any of the companies was the McCormick, approximately 60, against which we have some ninety odd today, all of which carry re-
pairs for any of the goods manufactured by the company, 3
bringing the repair stocks closer to the consumer. More adequate facilities have been provided to take care of them, and the added number of stocks I would consider the greatest gain that has been made in that respect.

Q. How about the expert service? Has that been taken off?

A. The expert service has been and is supplied where needed. On the binder line there is much less call for it than there was ten years ago. But we take care of such calls as
there are, and we take care of them, I think, more promptly 4
because of our branch houses being located closer to the consumers, as stated.

Q. And you have experts in connection with a number of the implements you put out?

A. We provide wherever needed, on anything we make.

Q. What has been the result of that situation, as to whether you have been able to and have maintained a better class of experts in the field than heretofore?

A. We feel we have a very much better force of men, for the simple reason that now we keep them busy practically all the year round.

Q. And has the experimental work carried on by the In-

1 ternational been more extensive and elaborate than that theretofore maintained by the old companies?

A. Of the old companies I can speak only for the McCormick Company, with which I was connected. So far as that line is concerned it has been more elaborate and more efficient than was carried on by the McCormick Company. We carry an equally efficient organization at all of the plants, but I cannot speak of the other plants prior to the International's day.

Q. There has been testimony of a number of men that dealers have given the International Harvester Company notes for goods they bought after settlement time, in some
2 cases for goods that were carried over and not sold the year that they were bought. What is the fact as to whether that is new, unusual, or peculiar to the International Harvester Company, or the general course of business in the implement line?

A. It has been the custom of the trade in the implement line in all its branches, ever since I have been connected with it.

Q. Now, Mr. Legge, has the International Harvester Company ever attempted to drive any competitor out of business?

3 A. It has not.

Q. You have had a large experience in the matter of dealers and getting new dealers to represent the lines of implements that you had in hand to sell, through the course of your career?

A. Yes, sir.

Q. Now describe the source of supply of men to represent the farm implements.

A. We never felt that we were limited to any particular class; that the source of supply was any one whose line of business was such that he could advantageously to himself
4 and to us handle in a retail way farm implements—such as men engaged in that business exclusively, men engaged in the hardware trade, the lumber business, the grain business, and other lines of business, where such merchant was doing business largely or wholly with farmers and came in contact with the farmers.

Q. Have you prepared a table showing the number of dealers who represented the harvesting lines of the various vendor companies in 1902 and the number of dealers who handled the lines of the International Harvester Company today—the harvesting lines?

A. That information is incorporated in one of the tables you have introduced.

Q. That is already in evidence? 1

A. 1902 is included in one of the statements. (After examining exhibits already introduced.) No, I wish to correct that. The information goes back only to 1904.

Q. Then, you have not the other information with you?

A. I haven't it with me.

Q. Mr. Legge, what is the fact as to whether the field is open in this country in competition with the International Harvester Company in the harvesting lines and in all the new lines that the Harvester Company makes and sells?

A. I certainly consider it so. I can't imagine any reason why it should be barred to any one. The fact that others have 2 successfully engaged in the harvesting line in the last few years is satisfactory demonstration to us that it is open.

Q. Mr. Legge, has the International Harvester Company ever maintained a Secret Service?

A. No, sir, not to my knowledge.

Q. Was there such an office in Chicago as assistant superintendent of the International Harvester Company, at any time?

A. No, sir.

Q. Was there ever a man who was assistant superintendent of the International Harvester Company west of Chicago? 3

A. No, sir.

Q. Have you had search made to see whether any man by the name of Callahan was in the employ of the International Harvester Company at Chicago in the spring of 1905?

A. I have.

Q. And what was the result of the inquiry?

A. Cannot find any one by that name who was on the payroll, then or has been since, in the Chicago office.

Q. Mr. Legge, have you had prepared a memorandum of the employes of the McCormick Harvesting Machine Company who were sent to Europe from the fall of 1900 to the 4 spring of 1902, who have since been managers or assistant managers of branch houses abroad?

A. I have.

Q. Handing you paper marked Defendants' Exhibit 187, I will ask you to state whether that is the paper to which you refer?

A. It is.

Q. And that is correct?

A. It is.

Mr. McHugh: The defendants now offer in evidence Defendants' Exhibit 187.

1 The Witness: I want to offer one word of explanation on that. Two of the men whose names are given have now retired from service. They all have been assistant managers or managers of branch houses abroad. Two of the number have retired; the others are still in that capacity for the I. H. Co.

Defendants' Exhibit 187 is as follows:

DEFENDANTS' EXHIBIT 187.

(June 25, 1913)

2 Memorandum of employes sent to Europe by McCormick H. M. Company from the fall of 1900 to the spring of 1902, who have since been managers or assistant managers of branch houses abroad.

J. A. Hutmacher	Berlin, Germany
C. H. Burlingame	London, England
T. H. Anderson	Norrkoping, Sweden
August Heid	Vladivostock, Siberia
J. E. Knecht	Budapest, Hungary
R. T. Herrick	Riga, Russia
S. S. Faes	Charkow, Russia
3 J. F. Boeyer	Neuss, Germany
Theo. Stelter	Munich, Germany
J. L. Reinert	Mannheim, Germany
A. C. Danner	Riga, Russia
William Hoffman	Zurich, Switzerland
P. F. Eames	Breslau, Germany

Prior to that time we had Mr. Tracy at Odessa, Mr. Stillman at Budapest and Mr. Couchman at Hamburg.

Q. Have you had prepared a statement of comparisons 4 respecting the small grain crop production and the binder sales in the United States for the period of 1903 to 1912, compared with the period from 1898 to 1902?

A. I have.

Q. Handing you the paper marked Defendants' Exhibit 188, I will ask you to state whether that is the paper to which you refer.

A. It is.

Q. Does the exhibt give the sources of the information which is compiled in the document?

A. It does, with this one explanation: the number of binders sold in the years 1898, 1899, and 1900 were compiled from statistical records of the old companies. We have never had

access to their books and there may be some slight inaccuracy 1
as to the statistical records. It was prepared at the time the present sales organization was put into effect, in 1904.

Q. It was prepared for comparative purposes?

A. It was prepared for comparative purposes.

Q. And to be used in the business; and is practically correct?

A. Yes. The two later years we have the figures from the appraisal records.

Q. That is, for the years 1901 and 1902?

A. Yes.

Q. So that the statements and computations in this exhibit 2
No. 188 are correct?

A. They are.

Q. Now state why in the computation the binders were computed at $130 in the period of from 1903 to 1912, inclusive, and at $125 each from 1898 to 1902.

A. During the period from 1903 to 1912, inclusive, we sold a larger percentage of the 8-ft. or larger sized machines, which has been provided for by figuring the average at $5 higher price.

Q. And that is essential in order to convey a comparison 3
that is fair?

A. It is. It is as nearly accurate as we can make it.

Mr. McHugh: Defendants now offer in evidence Defendants' Exhibit 188.

Mr. Grosvenor: I object to it on the ground that it is immaterial, and reserve the right of further objection until I have had an opportunity to examine the document, the same being somewhat complicated and has just been offered.

Defendants' Exhibit 188 is as follows:

DEFENDANTS' EXHIBIT 188. 4

Statement of Small Grain Crop Production and Binder Sales in the United States, Period 1903 to 1912 Compared with Period 1898 to 1902.

The statistics of small grain acreage for years 1899 and 1909 are taken from testimony of J. L. Coulter, November 1, 1912, in this suit.

The statistics of small grain acreage and value of small grain crop for the other years are taken from the reports of the United States Department of Agriculture and De-

1 partment of Commerce and Labor (See Exhibit A for references).

The small grain classification includes wheat, oats, rye, barley, flax and buckwheat.

Binder Sales for period 1898 to 1902 include sales of Champion, Deering, McCormick, Milwaukee, Osborne and Plano Companies.

Binder Sales for period 1903 to 1912 are the sales of the International Harvester Company of America.

2

Year	Binder Sales No. Sold	Binder Sales Cost to Farmers at $125.00 each	Small Grain Crop Production Acres Planted	Small Grain Crop Production Value of Crop	Percentage of Binder Cost to Crop Value
1898	161,820	$20,227,500	76,559,000	$ 634,147,000	3.2%
1899	161,681	20,210,125	91,570,000	665,694,000	3.0
1900	127,328	15,916,000	76,939,000	591,489,000	2.7
1901	146,377	18,297,125	88,510,000	862,732,000	2.1
1902	164,616	20,577,000	86,040,000	844,258,000	2.4
5 Yr. Average (1898-1902)	152,364	19,045,500	83,924,000	$ 719,664,000	2.6%
		At $130.00 each			
1903	104,273	$13,555,490	88,041,000	$ 817,789,000	1.7%
1904	86,382	11,229,660	81,914,000	900,350,000	1.2
1905	89,699	11,660,870	86,022,000	900,496,000	1.3
1906	92,574	12,034,620	89,885,000	925,159,000	1.3
1907	89,627	11,651,510	89,086,000	1,049,051,000	1.1
1908	64,368	8,367,840	91,977,000	1,156,475,000	.7
1909	86,006	11,180,780	92,277,000	1,224,360,000	.9
1910	92,937	12,081,810	96,484,000	1,135,926,000	1.1
1911	97,335	12,653,550	100,650,000	1,172,472,000	1.1
1912	111,447	14,488,110	97,070,000	1,189,264,000	1.2
10 Yr. Average (1903-1912)	91,465	$11,890,450	91,341,000	$1,047,134,000	1.1%

3

4 Note:—An average binder cost of $130 each is used in the period from 1903 to 1912 (an increase of $5 each over the average of $125 from 1898 to 1902) owing to the larger proportion of 8-ft. binders sold since 1902.

June 22, 1913.

Decrease in Binder Sales:

Period 1903 to 1912 compared with period 1898 to 1902:

The average number of binders sold by I. H. Co. of America in the United States in the period 1903 to 1912, is only 60% of the average number sold by the Champion, Deering, McCormick, Milwaukee, Osborne,

and Plano companies in the period 1898 to 1902, although the average acreage of small grain planted has slightly increased, and although in 1910 there were 624,130 more farms than in 1900, and 1,796,861 more than in 1890. 1

	Decrease in Number Sold by I. H. Co.	Decrease in Cost to Farmers on I. H. Co. Binders.
Average Decrease per Annum is	60,899	$ 7,155,050
Total Decrease for 10 Years (1903 to 1912)	608,990	71,550,500

2

Increase in Small Grain Crop Production:

Period 1903 to 1912 compared with period 1898 to 1902:

	Increase in Small Grain Acreage.	Gain in Small Grain Crop Value.
Average Increase per Annum	7,417,000	$ 327,470,000
Total Increase for 10 Years (1903 to 1912)	74,170,000	3,274,700,000

3

Percentage of Binders Sold to Small Grain Acreage:

The percentage of binders sold to acreage planted has been cut in half. In other words, in the period 1903 to 1912, one binder was sold by I. H. Co. of America for every 999 acres of small grain planted, whereas in the period 1898 to 1902 one binder was sold for every 551 acres of small grain planted.

Percentage of Binder Cost to Small Grain Crop Value:

4

The percentage of binder cost to small grain crop value has been reduced from an average of 2.6% in the period 1898 to 1902, to an average of 1.1% in the period 1903 to 1912, a reduction of 58%. In other words, for every $1,000 small grain crop value in the first period, the binder cost to the farmers on I. H. Co. lines was $26 compared to a binder cost of only $11 in the latter period.

June 22, 1913.

1 STATISTICS TAKEN FROM BULLETIN ISSUED BY DEPARTMENT OF COMMERCE AND LABOR—BUREAU OF CENSUS, ENTITLED "THIRTEENTH CENSUS OF THE UNITED STATES—1910."

Table 1—Farms, Farm Land and Farm Property of the United States.

Table 8—Value of Farm Property with Increases, Etc. (10-Year Periods).

NUMBER AND ACREAGE OF FARMS.

	Census Year 1890	Census Year 1900	Census Year 1910
2 Number of Farms	4,564,641	5,737,372	6,361,502
Number of Acres in Farms:			
Improved	357,616,755	414,498,487	478,451,750
Unimproved	265,601,864	424,093,287	400,346,575
Total	623,218,619	838,591,774	878,798,325
3 Average Number of Acres to a Farm	136.5	146.2	138.1
Percentage of Farm Lands:			
Improved	57.4%	49.4%	54.4%
Unimproved	42.6%	50.6%	45.6%

VALUE OF FARM PROPERTY.

Land	($13,279,252,649)	$13,058,007,995	$28,475,674,169
Buildings	( )	3,556,639,496	6,325,451,528
4 Implements and Mach.	494,247,467	749,775,970	1,265,149,783
Live Stock	2,308,767,573	3,075,477,703	4,925,173,610
All Farm Property	$16,082,267,689	$20,439,901,164	$40,991,449,090
Percentage of Value of all Farm Property in:			
Land	(82.6%)	63.9%	69.5%
Buildings	(-)	17.4	15.4
Implements and Machinery	3.1	3.7	3.1
Live Stock	14.3	15.0	12.0

NOTE:—The Sales of Binders in the United States from 1903 to 1912 were: 1

Sales by I. H. Co. of America	914,648
Sales by Competitors (Partly Estimated)	91,315
Total Binder Sales for 10 Years	1,005,963

Estimated Inventory Value at $65 per Binder, representing 50% of Original Cost to the Farmer	$65,387,595
Percentage of Inventory Value of Binders to Inventory Value of all Farm Implements and Machinery (as per Government statistics)	5.2%

2

June 24, 1913.

SMALL GRAIN CROP PRODUCTION—ACREAGE AND VALUE OF CROPS

The Statistics of small grain acreage for years 1899 and 1909 are taken from testimony of J. L. Coulter, November 1, 1912, in this suit. 3

J. L. Coulter testified also that "In the years intervening between the ten years census periods the Agricultural Bureau information is the best avaliable to the public." Therefore, the statistics of small grain acreage and value of small grain crop for the other years are taken from the reports of the United States Department of Agriculture and Department of Commerce and Labor.

"Statistical Abstract of U. S. for 1911, Thirty-fourth Number—(Department of Commerce and Labor)": 4

Acreage and Value, Years, 1898, 1900-1-2-3-4-5-6-7-8-10-11

Wheat	Page	128
Oats	"	129
Rye	"	129
Barley	"	130
Buckwheat	"	130

1911 Year Book (Department of Agriculture):

Acreage and value, Years 1902-3-4-5-6-7-8-10-11:

Flax, Page 591

1 For statistics of small grain crop value for years 1899 and 1909, see Bulletin issued by Department of Commerce and Labor, Bureau of Census—"Thirteenth Census of U. S. 1910":

"Abstract—General Farm Crops" "Acreage, Production, and Value".

For statistics of small grain crop acreage and values for 1912, see Department of Agriculture "Crop Reporter" supplement (Vol. 14, No. 12) dated December 23, 1912:

"Final Estimate of Crop Areas, Yields and Values, 1912"

2 The references above account for all figures used for acreage and crop value of all small grains for years 1898 to 1912, with the exception of acreage of Flax for years 1898, 1900 and 1901, and crop value of Flax for years 1898, 1899, 1900 and 1901. The Flax crop being a very small percentage of the total of small grains, the acreage is estimated for the three years, viz., 1898, 1900 and 1901; and crop value for the four years, viz., 1898, 1899, 1900 and 1901, in order that a correct comparison would show on all small grains. Had the Flax crop been omitted for four
3 years, the comparison would have been on an unequal basis. We were aided in our estimate by the following government statistics on the Flax crop:

"Statistical Abstract of U. S. for 1911, Thirty-fourth Number—(Department of Commerce and Labor)":
Production, years 1898, 1899, 1900 and 1901 Page 571

Method of estimating Acreage of Flax, Years 1898, 1899, 1900 and 1901:

Divided production by estimated number of bushels per acre (9 bushels per acre used for years 1898 and 1900,
4 and 8½ bushels per acre for year 1901), yielding acreage as follows:

1898	1,822,000
1899	2,110,517 (Mr. Coulter's testimony)
1900	1,955,000
1901	2,978,700

Method of estimating crop value of Flax, Years 1898, 1899, 1900 and 1901:

Used 1902 price per bushel for the year 1901, namely $1.05 (page 591 of the 1911 Year Book), reducing said

price 5c per bushel per year for prior three years, re- 1
sulting in the following price per bushel:

1901	$1.05
1900	1.00
1899	.95
1898	.90

June 22, 1913.

Cross-Examination by Mr. Grosvenor.

Q. Mr. Legge, in the testimony you have given today re- 2
specting the business and operations of the Harvester Company, have you testified as an officer of the International Harvester Company of New Jersey, or of the International Harvester Company of America, or as an officer and employe of both of them?

A. From the organization of the company up until 1906 I was assistant domestic sales manager for the America Company, and during that period conversant only with the selling organization, the selling operations; from November, 1906, until, I think, 1910, I acted as assistant general manager of
both companies; since 1910 I have been a director only of the 3
America Company; that has been the only official connection I have had with the America Company in the past two years. From 1906 on I have been assistant general manager, and later general manager, of the manufacturing company.

Q. Then, since 1910, you have not been an officer of the America Company?

A. No; only a director of the America Company.

Q. Do you wish the testimony you gave on direct examination respecting the selling policy of the International Harvester Company to be considered as a description of the sell- 4
ing policy of the America Company?

A. I do.

Q. In fact, in your mind there is really no distinction between those two companies, is there?

A. There is a legal operating distinction.

Q. Well, as a practical distinction, there is none for business men who are connected with the two companies and looking after the operations of each, is there?

A. You refer now to men who are working, giving part of their time—

Q. I am referring to men such as yourself, you having

1 testified here this afternoon at length, in detail, about the policy of the selling department, or the selling policy of the International.

A. Yes, sir.

Q. Now, have you testified in regard to the America Company since 1910, or do you wish your testimony to apply to the America Company only prior to 1910?

A. No, I wish to make it continuous up to the present time.

Q. Do you see, then, as a matter of fact, any distinction between the two companies?

A. There is a distinction, yes.

2 Q. How have you become acquainted with the selling policy of the America Company since 1910 if you have been connected solely with the New Jersey Company and if, as has been testified by one or two men here from your company, the two companies, the America and the New Jersey, are entirely separate and distinct?

A. I have kept closely in touch with the operations of the America Company, have been on its board of directors continuously; I have been in touch with its operations as I would wish to be with any jobber handling goods in which I was in-
3 terested.

Q. The America Company in fact is nothing but the selling organization of the manufacturing company; is not that right?

A. I would not put it quite that way. Most of its business is selling the International Harvester goods, but not all of its business. It does buy goods from other people.

Q. And as you look after the manufacturing part of the business you consider it in part your duty to look after the selling end?

A. I certainly do.

4 Q. And the selling end is the America Company, isn't it?

A. Yes, sir.

Q. This plan of selling goods to the farmer on credit was put in force long before you went into the agricultural implement business?

A. Yes, sir.

Q. You testified something about the conferences in 1902. Isn't it a fact that Stanley McCormick and Cyrus Bentley also had a very active part in the negotiations which resulted in the sale to the International?

A. Mr. Stanley McCormick was present frequently; Mr. Bentley rarely, if at all; I could not say positively that he was never present, but very seldom, if ever.

Q. Have you preserved, Mr. Legge, any notes or memo- 1
randa or papers relating to the transactions and occurrences and conferences in 1902 which have enabled you to refresh your recollection as to what transpired at those conferences?

A. I have not.

Q. You have not, I take it, then, refreshed your recollection by referring to any contemporaneous papers?

A. Only in one instance. I did find among some old papers a memorandum, or I have seen a memorandum, with reference to the money furnished Mr. Middlekauff for the Milwaukee option. That is the only piece of paper on record,
of any kind, that I have seen from which I could refresh my 2
recollection.

Q. When did you see that?

A. Some months ago, at the time Mr. Middlekauff testified.

Q. Was that an entry on the books?

A. No, it was not.

Q. Whose memorandum was it?

A. It was a memorandum of Mr. Ranney, the man who secured the money and gave it to Mr. Middlekauff, and was useful only as to establishing the date in my mind.

Q. Will you endeavor to produce that memorandum? 3

A. I will try to find it, yes, sir.

Q. That memorandum, I take it, had reference to the final securing of the option on June 24 or June 25?

A. June 24 was the date of it.

Q. Have you any papers or memoranda which enable you to refresh your recollection as to the date of the earlier attempt to get the option?

A. I have not.

Q. You have stated that your recollection was of a date somewhat earlier than that stated by Mr. Middlekauff. Were
you aware of the fact that when Mr. Middlekauff testified he 4
was referring to personal memoranda which he had preserved?

A. No; I was not here when he testified.

Q. Which were contemporaneous with the event.

A. I was not aware of that.

Q. When was this offer of William Deering?

A. I cannot give the date. It was some time prior to the date of these discussions. How long prior I cannot say.

Q. Was it in the year 1902?

A. No. It may have been in the winter of 1900 or 1901 or at some prior date.

1 Q. Did you preserve any of those papers or figures which you state you made for the McCormicks in July, 1902?

A. I think not. I have not searched for them, but—

Q. You stated on direct examination that your understanding was that the option was acquired for J. P. Morgan & Company; that is, the option on the Milwaukee plant. How do you reconcile that statement with the letter which is in evidence in this case signed by Harold McCormick and addressed to Mr. Perkins, dated June 25, 1902, referring to the option in the following words: "We authorize you to assign to J. P. Morgan & Company the option you obtained from the
2 Milwaukee Harvester Company for us"?

A. I cannot explain the use of the words "for us." It certainly was not obtained for them, or with their money.

Q. Were you consulted in reference to the purchase of that option?

A. Only as explained on direct examination, as to whether it could in any way implicate the McCormick Harvesting Machine Company in the purchase.

Q. Did you know that the $100,000 was to be given to Mr. Middlekauff at the time it was given?

3 A. I did.

Q. When were you advised of that fact?

A. At this conference I refer to.

Q. What time of the day was it?

A. It was during the forenoon; I could not give the exact hour.

Q. Who was present at that conference?

A. Mr. H. L. Daniels, Mr. Mayer, Mr. H. F. Perkins, I think—I am not quite sure as to H. F. Perkins—and some of the Messrs. McCormick—I could not say which one.

Q. Was Mr. Cyrus McCormick there?

4 A. I think not. My recollection is that Mr. Harold McCormick was there; I could not be positive as to that.

Q. Whose suggestion was it that Mr. Middlekauff be called down town?

A. I don't understand.

Q. Who made the suggestion that Mr. Middlekauff be summoned down town and be paid the money and be sent to Racine?

A. I do not recall any conversation about calling Mr. Middlekauff down town. The discussion was the payment of this money to Mr. Middlekauff for this purpose.

Q. Well, how did the matter come up of paying the money

to Mr. Middlekauff for this purpose? How did the subject 1
arise?

A. Because we thought or the question arose in the mind of some of the Messrs. McCormick, whichever one was there —I think Mr. Harold, as I have testified—that they might be committing themselves, that is, the McCormick Company, to some interest in this purchase.

Q. Well, how did the subject arise? How did it come up —the discussion?

A. I was called in with the other gentlemen named to discuss that question, and asked the question if in our judgment there was any liability on their part in the payment of this 2
money to Mr. Middlekauff for that purpose.

Q. You cannot remember anything connected with the transaction other than what you have testified? Have you given a full and complete description, to the best of your recollection, of everything that transpired in connection with this option?

A. I am not sure that I stated on direct that the matter was held in abeyance for some considerable period of time endeavoring to get Mr. Perkins by telephone, I should say for a period of several hours before they succeeded in finding 3
Mr. Perkins. After communicating with Mr. Perkins instruction was given Mr. Ranney to go ahead and get the money.

Q. Why did they want to talk to Mr. Perkins?

A. Some one in this conference suggested they had better make sure that there was a clear understanding between Mr. Perkins and them as to the payment of this money on this option and that they were not incurring any responsibility in so doing, and after succeeding in reaching Mr. Perkins by phone they instructed Mr. Ranney to go ahead and get the money.

Q. What I am trying to get at is: who first suggested the 4
buying of that option on June 24th, or June 25th, at this conference.

A. The buying of it at that time was not suggested at that conference, Mr. Grosvenor. When I was called into the conference, there had been, through Mr. Daniels, who was present, some communication with Mr. Middlekauff—by whom I cannot say, except that Mr. Daniels was the man who had the talk with Mr. Middlekauff.

Q. In other words, Mr. Legge, this is what I am getting at: you were not the primary party in the transaction; you were not present throughout, and could have learned only in part of what was going on?

1 A. I was not present when Mr. Daniels was asked to see Mr. Middlekauff, which I understand was the case.

Q. You were called in after the conference had been proceeding for some time, and you have testified as to everything that you knew?

A. No, I think I was called in to this particular conference at its start, at its origin, but this was after Mr. Middlekauff had gone to Racine, and learned that it would take $100,000 in cash to secure this option.

Q. Now, have you stated all that you recall about that transaction?

2 A. I think I have.

(The hearing was here adjourned until the morning of Thursday, June 26, 1913, at 10:00 o'clock.)

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653 Federal Building, Chicago, Illinois,
Thursday, June 26, 1913, 10:00 A. M.

The hearing was resumed before the Special Examiner, Robert S. Taylor, at the above time and place.

Present:

On behalf of the petitioner: Edwin P. Grosvenor, Esq., Special Assistant to the Attorney General, and Joseph R. Darling, Esq. 2

On behalf of the defendants: Hon. William D. McHugh, Edgar A. Bancroft, Esq., and Victor A. Remy, Esq.

Thereupon the following proceedings were had, to-wit:

ALEXANDER LEGGE, recalled:

Cross-Examination Resumed by Mr. Grosvenor.

3 Q. Mr. Legge, you stated yesterday, on direct examination, that the so-called exclusive clause in the commission agency contract for the years 1902, 1903, and 1904 was practically a dead letter. You have been present at many of the hearings in this suit, have you not?

A. Quite a number, yes, sir.

Q. Were you present during the cross-examination of Mr. Donnellan, at Kansas City, at which time I read to him a large number of extracts from various circulars and reports of the Sales Committee, which circulars and reports are in evidence in this case? 4

A. I was present at least part of the time.

Q. Let me direct your attention to some of those circulars. I want to know whether or not you can produce any circulars or any reports or any instructions issued by your Chicago office to your agents which have at any time revoked the instructions contained in the circulars now in evidence in this case. These circulars or reports of the Sales Committee are incorporated in the record in this case on pages 2, 102, 104, 106, 109, 118, 119, 264, and 285 of Vol. II, and pages 235 and 458 of Vol. III. Have you been able to find or have you made search for any circulars issued to the agents giving them in-

1 structions contrary to or revoking the instructions contained in those circulars?

A. I have not made any search, and I am quite certain that no such circulars were issued revoking or changing those instructions.

Q. Defendants' Exhibit 183 does not purport to give, does it, the number of dealers having contracts or doing business with you, but simply gives the number of dealers having commission contracts or sales contracts on the old lines?

A. That is correct.

Q. So that this does not in any way attempt to amend the
2 figures given by Mr. Wood, the secretary of your company, in response to the request of the Government, and introduced in our case, which exhibit stated the total number of dealers with whom you do business?

A. No, it does not.

Q. Referring to that exhibit, please state the purpose of it.

A. The exhibit shows the percentage of contracts to the total number of towns in which our goods of the old line were offered for sale.

Q. Is it not a fact that in a large number of those 20,630
3 towns, which is the number of towns given, there is only one dealer?

A. I would not say a large number. There are such towns, but I should say that rather a small number of the towns have only one dealer. That would be true in the eastern territory, I think.

Q. What do you mean by "that would be true"—what I said, or what you said?

A. That there would be a number of towns where there was only one dealer. Where the country is closely railroaded,
4 where you often find towns a mile and a half or two miles from an adjoining town, it frequently happens that there is only one merchant in those places handling farm machinery.

Q. You have not attempted to count up the number of towns which have two dealers or three dealers and based your percentage upon the number of towns having more than one dealer, in which you have more than one agent?

A. No, I have not.

Q. In estimating your percentages you have grouped in every town, whether that town had only one agent or not?

A. Yes, sir, that is correct.

Q. As a matter of fact, these recapitulation sheets would

give a much better idea than this percentage table as to the 1
number of towns in which you have two dealers?

A. It would in the territory covered by the recapitulation sheets.

Q. As I understand your testimony on direct examination, the recapitulation sheets endeavor to portray or represent the conditions in the grain binder territory.

A. 75 per cent. of our domestic binder trade is represented in the territory covered by the recapitulation sheets.

Q. In this percentage table you have included all the towns in the South and in New England, where there are no binders sold, have you not? 2

A. That is the way our records are kept. We haven't them in the other way. They could be dug out of those sheets.

Q. I am not making any insinuations; I am just asking you as to the fact.

A. That is the fact.

Q. In making these percentages you have not on Defendants' Exhibit 183 confined yourself to the grain binder territory which is included or embraced within the recapitulation sheets, but you have gone to the entire United States?

A. That is correct. 3

Q. In a large part of which territory there are no grain binders sold?

A. Very few are sold in a large portion of it. I might add that there are mowers sold in practically all of the territory, and the mowers are included in compiling that percentage.

Q. You have also omitted twine and rakes from Defendants' Exhibit 183, which are very important lines, are they not?

A. Twine and rakes are not included.

Q. And those are very important lines, are they not?

A. In volume of business twine is quite important. 4

Q. How much twine did you sell, in dollars and cents, in 1912?

A. I would have to look up the figures to answer that, Mr. Grosvenor. I can supply it later.

Q. It is a good many millions, isn't it?

A. Yes, several million dollars.

Q. Similarly referring to Defendants' Exhibit 184, you have omitted therefrom all reference to twine, haven't you?

A. Yes, sir.

Q. Is it not a fact that your sales of twine in the United States. in dollars and cents, aggregate a great deal more than your sales of a number of articles, such as side-delivery rakes,

1 hay loaders, tedders, sweep rakes, and so forth, on that list?

A. It is.

Q. And is it not also true that the number of agents handling your twine is very much larger than the number of agents handling any one article on that list except binders, mowers, and reapers?

A. I think that is true. This list refers to the new lines and to the charge that the new lines trade was forced by our standing in the binder business. The twine was not a new line and therefore was not included.

Q. But you purport to represent or state the old lines at
2 the top of that exhibit; do you not?

A. We state at the top of the exhibit exactly what is included—binders, mowers, and reapers.

Q. If you were going to add all the dealers handling your old lines, you would have to add a large number who handle twine, would you not?

A. No, I think not. I do not think we have any considerable number of dealers handling twine who do not handle binders, because the twine trade is limited to the territory in which binders are sold.

3 Q. It is also true, is it not, referring to Defendants' Exhibit 184, that the demand for many of the articles named on that exhibit is local, or localized, as compared with the demand for binders and mowers, particularly mowers, which are demanded all over the United States?

A. That would be true of some articles. Articles like disc harrows, engines and farm wagons are sold in as large a teritory, if not a larger territory, than any of our old line goods—wagons particularly.

Q. Referring to the question on Rec., p. 43 (Vol. XIV) in connection with this Exhibit 184, the second question from the
4 end, "On the top line of that statement you have had placed the number of commission and sale contracts of the International Harvester Company with dealers in the United States, in the various years named, from 1908 to 1913, inclusive? A. Yes."—should not that question be modified or corrected?

A. Please give that again. I do not think I catch the meaning of your question.

Q. You have not attempted by Defendants' Exhibit 184 to give the number of commission and sale contracts of the International Harvester Company with dealers in the United States?

A. Only on the old lines, which are enumerated on the list, 1
the total number.

Q. Then, your answer, as given on direct examination, was incorrect?

A. I do not think so.

Mr. McHugh: It speaks for itself.

Mr. Grosvenor: Yes, but I want to get an accurate description into the record.

The Witness: If you mean that the totals at the head do not mean all the contracts we have on all the lines enumerated, yes. The statement shows that this is the number of contracts in the United States on the old line—binders, mowers and 2
reapers, and then it goes on to show the exact number on each of the other new lines which have since been added.

Q. Then, to that extent you want to modify the answer you gave to the other question, which was as follows: "Q. On the top line of that statement you have had placed the number of commission and sale contracts of the International Harvester Company with the dealers in the United States, in the various years named, from 1908 to 1913, inclusive? A. Yes." That is to say, you would correct that answer by saying that the statement applies only to commission and sale contracts 3
on old lines.

A. The aggregate at the top applies only to the old lines; the other shows the exact number of contracts on each of the lines enumerated.

Q. Omitting rakes and twine?

A. Omitting sulky rakes. Side-delivery rakes are one of the new lines. Sulky rakes are omitted.

Q. And also omitting twine?

A. Twine was omitted.

Q. Refer to Defendants' Exhibit 186 and state what the purpose of that exhibit is. 4

A. The point covered is the question of whether we have used our binder lines to push the sale of new line goods. Obviously, if that had been the policy pursued, we would have given the binder trade names to those new line goods. This statement shows to what extent that practice was followed. It shows in the last year's business that 2.65 per cent. of the sale goods sold in the United States were sold under any of the binder trade names—McCormick and Deering.

Q. In making up that estimate of percentages, what did you take as your basis for the new line goods, or what did you include in that? Engines and wagons and tractors?

1 A. All of the new line goods included in the statement on Defendants' Exhibit 184.

Q. Referring to Defendants' Exhibit 184, what of those new lines are sold under McCormick and Deering trade names?

A. There are a few of the hay stackers, sweep rakes (or buck rakes as they are commonly called), and a few tillage implements sold only in the eastern territory.

Q. And also some tedders, side-delivery rakes, hay loaders?

A. No side-delivery rakes or hay loaders.

Q. I could not hear you.

A. Side-delivery rakes and hay loaders are not sold under
2 the trade names. There is one exception; there is a side delivery rake sold under the name Osborne.

Q. Tedders are sold under McCormick and Deering names?

A. Yes, tedders have been sold under the trade names. I would be glad to give you the details of the sales of each of them, if you wish, but I haven't them with me.

Q. Mr. Legge, you were not one of the owners of the McCormick Company, were you?

A. I was not.

Q. Is there a general agent in your employ today named
3 Claypool?

A. There is.

Q. Where is he located?

A. At Fort Dodge, Iowa.

Q. How many years has he been in your service?

A. He has been in the service since the International was organized; I think some little time prior to that.

Q. How long has he been a general agent?

A. Perhaps five or six years.

Q. Is there a man named Kilborne in your employ?

4 A. Yes, sir; at Sioux City, Iowa.

Q. Is he a general agent located there?

A. He is.

Q. How long has he been a general agent?

A. He has been a general agent during all of the time that the International Harvester Company has been in business.

Q. These different commission agent contracts which you have for the different lines, McCormick, Deering, Milwaukee, Plano, and Champion, are similar in terms, are they not?

A. They are.

Q. They have been such for a number of years?

A. I think so.

Q. Did you have anything to do with the Osborne purchase? 1

A. I did not.

Q. You were not a party to the negotiations?

A. No, sir.

Q. You did not intend, then, on direct examination, to testify as to the purpose with which that company was purchased, in view of the fact that you did not have any part in the negotiations?

A. I think the question was as to what value the Osborne property was to us.

Mr. McHugh: That is right. 2

The Witness: The answer was that the value to us, with which I was familiar, was the acquiring of a line of tillage implements.

Q. Mr. Legge, you know that that was the largest company in the harvester business outside of the International, at that time, do you not?

A. I think not, in the United States trade. I believe it was the largest of the America companies in the foreign field, in volume of business.

Q. What company was doing more business than the Osborne Company in the United States, in 1903? 3

A. The Acme people had been doing more. I think in 1903 they were suffering from some financial embarrassment and perhaps did not do as much business that year.

Q. Let us address ourselves to conditions as they were when the Osborne Company was acquired. The Acme Company was in trouble, was it not? It was in the hands of a Creditors' Committee at that time, was it not?

A. I am not sure but what it was after that that the Creditors' Committee took charge.

Q. Can you name any company that was doing a larger business than the Osborne Company, in the United States, outside of the International, in 1903, in harvesting implements? 4

A. I cannot say positively that the Acme had more business. From the standpoint of harvesting machinery they would have been more valuable to us than the Osborne.

Q. They would have been?

A. Yes.

Q. Why is that?

A. The plant was better located for the distribution of harvesting machinery, in domestic trade.

1 Q. Can you name any company other than the Acme that had a larger output than the Osborne?

A. I think not.

Q. On direct examination you spoke of the fact that the International has 90 general agents today, whereas the McCormicks had 60 in 1902. During the time you were with the McCormicks they had been gradually increasing the number of general agencies, had they not?

A. Yes, they had.

Q. How many more general agencies did they have in 1902 than they had in 1892?

2 A. I could not answer that from memory; not a very large increase.

Q. Deere & Company has increased its capitalization since 1902, has it not?

A. Yes, sir.

Q. So that at the time it had expanded into the other lines you have named, prior to 1902, it was a company much smaller than it is today?

A. Yes; their first expansion in those lines, however, was as jobbers; they bought goods from other manufacturers.

3 Q. Deere & Company, before 1902, was not any larger than the McCormick Company was at that time, was it?

A. I think not.

Q. It was not as large, was it?

A. I have not a very close line on their business. Perhaps not as large.

Q. You did not mean to imply, then, on your direct examination, that Deere & Company had been able to expand into other lines because they were a larger company than the McCormick was at that time?

A. No, sir.

4 Q. You did not have any part in the borrowings of moneys for the McCormicks in the years 1901 and 1902, did you?

A. Only as to their collections, as to dates of payment. Having charge of their collections, the matter was gone over with me at considerable length as to when they might reasonably expect to meet these borrowings. So far as negotiating for the funds was concerned I had nothing to do with it.

Q. And were not those borrowings as a rule paid off at the end of the season, the borrowings being made in the manufacturing season?

A. With a few exceptions, yes. As a rule they were paid off. They had some long-time money.

Q. You did not mean to imply, because the borrowings had increased from year to year, that the profits were less, did you? 1

A. No, sir, I did not.

Q. And as a matter of fact ever since the International Harvester Company was organized, as its volume of business has expanded, necessarily the amount of money it has borrowed has increased from year to year; is not that a fact?

A. Yes, sir, it is.

Q. Mr. Legge, you gave some testimony yesterday, on direct examination, in regard to the question of forcing in the new line by using the old line, whieh praetice you deny.

A. I do. 2

Q. I want to ask you if you think this is an entirely frank statement of the conditions on your part. I read from p. 43 (Vol. XIV) of your testimony: "To illustrate: if a salesman succeeded in getting a customer to take a shipment of goods beeause of personal friendship for himself, or beeause of the influenee of other lines, as indicated by your question, the dealer takes it reluctantly, he has not learned the goods, he has not any confidence in them; he does it as a matter of aecommodation, or as a matter of thinking he has to, and he does not enter into the sale of them with any enthusiasm, and the result is unsatisfactory to him and to the representative of the company. The next time the representative goes around to sell him goods, he finds that the dealer is probably carrying over a large part of what he will need for the next year, simply because he has not been successful in disposing of them, and the fundamental trouble is that he did not believe in the goods, did not take sufficient interest in them; in other words, they were not properly sold, to commence with." Then, on Rec., p. 50 (Vol. XIV), you gave some testimony in respect to notes being taken at settlement time, in some cases for goods that were carried over. Now, is it not a fact, or is it not often the ease, that when the dealer has taken more goods than he is able to sell, and is, as you say, carrying over a large part of what he will need for the next year, that the dealer has got to sell those goods in order to pay that note? 3 4

A. I am sorry to say that he did not always succeed in selling the goods or in paying the note. We too frequently have to carry him for the simple reason that he cannot pay it.

Q. He cannot pay it?

A. He cannot pay if he has not sold the goods.

Q. Then, until the goods are sold he has difficulty in meeting the note?

A. In a majority of cases the local dealer has not sufficient

1 capital to pay for all his requirements unless he is able to dispose of the goods.

Q. Then it becomes a matter with the dealer of obtaining a renewal of the note?

A. In many cases, yes, sir.

Q. You have a very elaborate system, do you not, Mr. Legge, whereby you keep track of the credit of every dealer; that is to say, you have a card index system, with a full statement of the resources and ability and credit of each dealer?

A. We try to keep track of that as closely as possible.

Q. That is necessary in your business?

2 A. It is.

Q. And you do that all over the United States?

A. I think so, except in a small territory where the goods are jobbed, where we are not dealing with the dealer.

Q. You gave some testimony on direct examination respecting a search you made, according to your statement, to ascertain whether a man by the name of Callahan had ever been in your employ. Did you have any talk with Mr. Kilborne, your general agent?

A. On that subject?

Q. Yes.

3 A. No, sir.

Q. Did you have any talk with him in connection with the Creighton situation?

A. On some other matters of the Creighton situation, yes, sir.

Q. The commission agency contracts that you sign with the different dealers state the territory in which the dealer is made the agent?

A. They are usually drawn to name the town and the vicinity. There is no close line drawn as to the limits beyond which

4 he may not go.

Q. But you make the dealer your agent to sell your lines in a certain territory which is more or less accurately defined at the beginning of the contract?

A. It is defined as to the trade tributary to his town. That applies only on commission goods.

Q. I want to ask you a few questions about some of these recapitulations. Some of the recapitulations, being the statements of the general agents, which you produced a couple of days ago, contain twine and rakes, and some of them do not; is not that the fact?

A. I think that is the fact. In asking for that recapitula-

tion twine was omitted. I cannot answer why, except we 1
simply forgot it.

Q. And these recapitulations endeavor to give the name of every dealer handling agricultural implements and the name of every town in each block in each general agency named on the recapitulation?

A. They do. I should say in explanation of that, however, that in the implement business the changes are frequent among local merchants, one sells out to another, some retire from business, others engage in it, so that it is constantly changing, and at no particular period would we wish to say that it was absolutely accurate. 2

Q. I notice this one recapitulation, the Richmond agency, includes a lot of dealers or so-called dealers who are credited with handling merely engines or cream separators. Is a man who sells merely engines or cream separators, and no other agricultural implement or machine, entitled to be called an implement dealer?

A. He is a competitor with us on those particular lines. He may be a hardware merchant or engaged in some other line of business.

Q. You have, then, endeavored to include in your list any man who is handling any kind of agricultural implement, even 3
though he may handle only one thing, such as cream separators?

A. If competing with us we have tried to include him.

Q. And no matter how many implements he handles?

A. There were no restrictions or instructions as to the size of his capital or the length of his line of goods.

Q. For instance, referring to this Richmond general agency: Arlington, Indiana, Hutchinson & Son, handling merely gas engines, Fairbanks-Morse. Do you think they are entitled to be called regular dealers? 4

A. The Fairbanks-Morse line of engines is one of our oldest competitors.

Q. You think a man who handles one thing like that is entitled to be included in a list of implement dealers?

A. As a competitor of ours in engines.

Q. Here is Carthage, Indiana, Levi Butler, handling only gas engines of the Aermotor Company.

A. The same applies, except that they are not as large a competitor in the engine line.

Q. Evansville, Indiana, W. M. Moore, handling only the DeLaval cream separators.

A. The DeLaval separator is the largest and strongest of

1 the competitors in cream separators. They sell a much greater number than we do.

Q. That is not the point I am getting at, Mr. Legge. I understood that these lists were drawn up with the idea of giving an accurate description of the implement dealers in the territory. Now, you believe that a man who handles only one implement, such as a cream separator, is entitled to be called an agricultural implement dealer?

A. Not necessarily an agricultural implement dealer. The list is intended to show the exact trade condition as nearly as possible on all of the goods which we manufacture or sell.

2 Q. Here is Glenwood, Indiana, A. E. Lewark, handling only Gray motor engines; the same would apply to him as to the others; and Lewisville, Indiana, Hopper & Murphy, handling only gas engines; and at Liberty, Indiana, two concerns, handling only gas engines; another concern handling only cream separators, none of these lines being your own, that is, International; New Castle, Indiana: two concerns are put down here among other dealers, these two named handling only gas engines.

A. I hope there are other concerns in the same town handling ours.

3 Q. No, there are three concerns in New Castle that handle only engines.

A. They are competitors on engines.

Q. Now, look at New Castle, for instance. (Placing recapitulation in front of witness.) You will find on this list that New Castle is credited with having eight implement dealers. Of those eight implement dealers, three handle gas engines and nothing else in the implement line. That leaves five regular dealers who handle general lines, does it not?

A. The others seem to have a general line of farm ma-
4 chinery. Those three are competitors only on engines.

Q. You think that is typical of the way this list is prepared?

A. No; you will find very few places, I think, where they have gone into it as exhaustively as that. That man has been a little more painstaking on the question of engine competitors than most of the general agents have been.

Q. Is it not a fact that in New Castle there are only five regular implement dealers, as shown by this recapitulation?

A. There are five handling a general line of farm machinery and in addition there are three competitors on engines.

Q. But there are only five regular dealers there; is not 1
that the fact?

A. That is the fact, as the exhibit shows.

Q. But this list of dealers has been swelled to show eight dealers, hasn't it?

A. It shows three adidtional competitors on gasoline engines only.

Q. The same general agency shows, on the same sheet, a competitor in Nultown handling only cultivators; and in Rushville, Indiana, a concern handling only gas engines, and another concern handling only drills; and Straughn, Indiana, handling only plows. 2

A. In answer to that: each of the lines mentioned is sold to some extent by individual makers who do not carry a general line. There are perhaps eight or ten cultivator manufacturers in the United States who manufacture and sell cultivators exclusively, and the same is true of cream separators, with a larger number, and on engines there are several hundred.

Q. Referring now to your Exhibit 188, and to the first page, Binder Sales, Cost to Farmers, years 1898 to 1902. Where did you get that figure, $125? 3

A. From my own personal experience and that of a number of my associates who have been in the business practically all of their lives.

Q. You did not refer to the appraisals in this case, made up of the Deering sales and of the McCormick sales, as showing the average price at which the binder was sold in the years 1900 and 1901 and 1902 by those companies, did you?

A. I think those appraisals showed the price at which the binder was sold to the retail implement dealer. This statement shows what we believe to be the average cost to the consumer, the farmer. 4

Q. You have not answered my question. I say did you refer to those appraisals and endeavor to use the figures stated in those appraisals in preparing this exhibit?

A. Only so far as the number of machines sold.

Q. And that is the only use you made of the appraisals, to ascertain the number of machines sold?

A. This was compiled, under my instructions, by the comptroller, and I think that is the only use which was made of the appraisals. I would not like to answer positively that he had not consulted the appraisals further.

Q. I have not had an opportunity to study this rather com-

1 plicated exhibit which you introduced yesterday, but referring to page 2, is it not a fact, Mr. Legge, that in the ten years from 1890 to 1900 there was a large new territory opened up in the United States; in other words, there was in those years a great expansion of the grain territory and new grain farms were started? Do you know whether that is the fact?

A. That is true in some localities; it is not true in others. In the territory in which I was operating personally we had less farms at the end of that period than at the beginning.

Q. I have not made my question clear. Don't you know that the wheat acreage was very largely increased in the ten
2 years from 1890 to 1900?

A. I thought I had that information in this exhibit (188). There was some increase during that period; I do not think a great increase. I thought I had that information on this statement or exhibit, but I do not find it.

Q. You have not used those figures, have you, on your exhibit?

A. I have the increase in the number of farms, but not the acreage of wheat for that period.

Q. You stated, Mr. Legge, at the beginning of the hearing this morning, that some answer which you gave yesterday you
3 desired to amend.

A. I did.

Q. You may now have an opportunity to do so. What is it you want to change?

A. Please read the last question and the last answer in the record of yesterday. (Rec., p. 64, Vol. XIV.)

Q. (Reading.) "Q. Now, have you stated all that you recall about that transaction? A. I think I have."

A. I wish to amend that by saying that that covers all that I recall of the transaction up to that time. Mr. Daniels
4 brought the option to the office, and with it a request from Mr. Middlekauff for a letter from Mr. McCormick to J. P. Morgan & Company, recommending him (Mr. Middlekauff) as candidate for manager of the Milwaukee property, and after some discussion it was decided not to give Mr. Middlekauff such a letter to Mr. Morgan. This conversation was with Mr. Daniels, and Mr. Harold McCormick and myself were present at the time.

Q. Do you know whether or not Mr. Harold McCormick gave Mr. Middlekauff a letter of instructions?

A. Mr. McCormick gave Mr. Middlekauff a letter, which I have read in the record, introduced in Mr. Middlekauff's testimony.

Q. Was that letter prepared at the conference in regard 1
to which you have just now testified?

A. It was not prepared; it was discussed at that conference.

Q. Was it written out while you were there?

A. No, it was not.

Q. And were the instructions which were given to Mr. Middlekauff, and which Mr. Daniels has testified he wrote out, in his own handwriting, on the back of that letter—were those instructions given to Mr. Daniels in your presence to give to Mr. Middlekauff?

A. They were discussed in my presence. I think reference
is made in that memorandum to the question of employment 2
or position with the Morgans, if my memory serves me right. If you will please read that memorandum I think you will find that is referred to.

Q. These are the instructions, reading from Vol. I, page 159, the instructions having been on the back of the letter, "Explain failure to get 90 days, and explain terms to J. P. Morgan & Co. office at 10 o'clock Friday A. M. Leave letter and package at W. A. on arrival in city. See that it is put in hands of reliable party in office, but do not see Mr. Stanley.
Give Mr. Perkins all information asked for that you would give 3
us. Make no deal for any position at this meeting. Put yourself under Mr. Perkins' orders, either to stay in N. Y. or to return here. When will expert start on books? Who shall he be? Shall we manage that—through you—or otherwise? Be on guard regarding Judge Gary. He may be on train."

A. The position referred to there as "make no deal" or "make no application for a position" is the question that I had in mind regarding his request for an endorsement as manager of that Milwaukee property for the Morgans.

Q. What does the expression "be on guard regarding
Judge Gary" have reference to, if you know? 4

A. I heard that discussed, and my best recollection is that they were expecting some financial help from J. P. Morgan & Company; that they would prefer that Judge Gary, who was closely allied with one of their competitors, would not know anything about it.

Q. Mr. Stanley McCormick evidently was in New York at that time; was he not?

A. I think so.

Q. Now, it appears in this case that Mr. Stanley McCormick saw Mr. Perkins on the same day that Mr. Middlekauff arrived there, although he saw him separately.

A. I do not know anything as to that.

1 Q. You were not acquainted with what instructions were given, or what was sent to Mr. Stanley, or what was in this package given to Mr. Stanley?

A. No; that matter I am not familiar with.

Q. You knew about this time that there was hope of getting the manufacturers together, didn't you?

A. No, I did not.

Q. Have you now stated all you care to in response to the question the answer to which you said you wished to correct?

A. This is the correction that I wish to make. You asked if that was all I knew of it, and I knew this much more concern-
2 ing the option—which I wish to make plain.

Q. Did you bring that memorandum which you said refreshed your recollection?

A. No, I did not. I will bring it over after lunch.

Q. I wish you would.

A. I requested Mr. Ranney to look it up for me, but neglected to call for it later.

Mr. McHugh: We will produce it.

Mr. McHugh: Q. The number of general agents that the International Harvester Company now has is about the same
3 as it has had throughout its organization, isn't it?

A. Approximately; we have had a very slight change in the United States.

COMMISSION AGENCY CONTRACT FORMS.

Mr. Remy: I now wish to introduce in evidence the following:

Form of commission agency contract of the Milwaukee Harvester Company for the season of 1900;

Form of commission agency contract of D. M. Osborne &
4 Company for the season of 1902;

Form of commission agency contract of the Deering Harvester Company for the year 1902;

Form of commission agency contract of William Deering & Company for the season of 1892;

Form of commission agency contract of the Plano Manufacturing Company for the season of 1892;

Form of commission agency contract of the Plano Manufacturing Company for the season of 1902;

Form of commission agency contract of the Warder, Bushnell & Glessner Company for the season of 1892;

Form of commission agency contract of Warder, Bushnell 1
& Glessner Company for the season of 1902.

It is understood and agreed that these contracts, which are printed forms, may be introduced in evidence without identification, and that they were the contracts of said companies in force for the years and seasons mentioned, the same not to be printed in the record.

Mr. Grosvenor: I object to the introduction of these documents on the ground that they are immaterial.

(The papers were marked Defendants' Exhibits 189 to 195, inclusive.) 2

J. C. WARNES, being duly sworn as a witness on behalf of the defendants, testified as follows:

Direct Examination by Mr. Remy.

Q. State your name and address.

A. J. C. Warnes; 228 North Taylor Avenue, Oak Park, Illinois. 3

Q. What is your position?

A. Chief inspector of the International Harvester Company.

Q. How long have you held that position?

A. Five years.

Q. How long have you been acquainted with the harvester business?

A. 13 years.

Q. In whose employ did you start in that business?

A. The Deering Harvester Company.

Q. What are your duties as chief inspector of the International Harvester Company? 4

A. I have general supervision over the inspection departments of the different works, including the system of inspection, the personnel of the inspection force, the efficiency of the inspection—inspection matters generally.

Q. What is the function of the inspection department?

A. The function of the inspection department—you mean of all the different works, or my own?

Q. The work with which you are familiar.

1 A. The function of the inspection department of all the works is to insure good quality of the material that enters into the goods, into the product, and the proper manufacture of the product.

Q. Are you familiar with the systems of inspection which were in force at the works of the Milwaukee, Plano, Deering, McCormick, Champion and Osborne companies prior to 1902?

A. Only where those companies manufactured the harvester line, or the line that they are at present manufacturing. Take it at the Milwaukee works, where they do not manufacture the harvester lines now, I do not know what kind of
2 inspection they had there in the harvester end of it.

Q. But you were familiar with the inspection in force at the McCormick, Deering, and Champion works prior to 1902?

A. Yes, sir.

Q. How have you acquired that familiarity?

A. Because I knew what system had been prevailing, the features that were unsatisfactory, and the changes that were made subsequently.

Q. What is the importance of the inspection work with reference to the harvester line?

3 Mr. Grosvenor: I object to all this as being wholly immaterial.

Mr. Remy: All right. That objection will apply to all of this examination.

Mr. Grosvenor: Yes.

A. In raw materials it is necessary to see that the proper quality of material enters into the machines, in order to avoid breakage in the field in busy seasons and great losses at that time; and it is also necessary to have proper inspection in the course of manufacture to see that there is no difficulty in assembling the machines or in their proper operation
4 when they are set up, and no shortages in the packages of parts that are shipped out.

Q. Describe what work is done at the plants making the harvester line, with reference to the inspection of the raw material.

A. Laboratories are maintained at each of these works, in which the material is inspected and tested when it comes in and before it is used, and if it does not meet the specifications it is rejected. We have specifications on practically all of the standard materials, and it is the function of the

laboratories to inspect these raw materials. Sometimes the 1
inspection of raw materials is directly under the inspection department, and sometimes it is independent of the inspection department and under the laboratories. But all the way through an effort is made to see that the standard quality of material called for in the specification is obtained from the shipper.

Q. What work is done with reference to inspection during the course of manufacture?

A. The inspection department during the manufacture sees that each piece and part is made according to the blue-
print and the samples used and in a manner that will work 2
properly in the place it is intended to go, and that it is of proper strength, proper size, and so forth, and fit.

Q. What inspection, if any, is made after the machines have been manufactured and before they are shipped away, in the harvester line?

A. May I add a little bit more to the last question you asked?

Q. Certainly.

A. I was not quite through and wish to defer the answer
to this question until I have answered the other one. In the 3
course of inspection and during the manufacture of the machine it is the function of the inspection department to see that the jigs and other equipment are all right, and to see that these do not get out of order and produce bad work; and whenever the quality does not come up to standard the first thing that is done, if necessary, is to examine the jig or the equipment and hold that up, if it is not what it should be.

Q. What inspection, if any, is made after the harvester machines are manufactured and before they are sent to the field?

A. A percentage of them is set up in what they term the 4
setting-up room and they are run off by a pulley from a belt and the binders are tried to see that all the parts properly operate and that the adjustments are correct; that the tensions are what they should be, the cord-holder and the knotter and all the parts are gauged; they are put through the regular motions of that machine that it gets when it is in the field, and then it is also examined to see whether all the parts are present in the box. And they are often then, in addition to this, given special tests, that is in addition to the regular

1 tests that they get every day. They invariably get special tests from time to time, to test the strength of different parts. And they are also tested and examined to see if the finish is correct, the mesh of the gears proper and the shafts in alignment; also that the temper of the parts that require temper is sufficiently hard.

Q. How does the inspection at present compare with that in effect at the Deering Works before 1902?

A. It is better.

Q. In what respect is it better now?

A. Prior to 1902 they did not mill all their machines out
2 the way they do now; that is, set them up on racks and run them when they assemble them, but they simply assembled them and assumed that they would run properly. They did not examine the gears for trueness as close as they do now. Since then they have lowered the limits. Take the gears of the harvester frame; for instance, for trueness, the tolerance on that used to be one sixteenth of an inch, and now it is down to one thirty-second of an inch on wabble. And the inspection of the raw material now is better than it was then, and their system of inspection is better now. Their inspection require-
3 ments in the specifications are closer. The fit of the different parts is better. Their equipment is better. If you want me to cite an instance I can do so.

Q. All right.

A. For instance, on the Deering main frame in the old form in which they built that, they would set the parts up and stick the rivets in and fasten them together, and the parts of the main frame would get out of alignment. But now, in the present form, it is in place with a solid form that clamps them rigidly while they are being riveted, and thus insures the frame being rigid and square.

4 Mr. Grosvenor: Do you have any duties in connection with the advertising and selling departments, as well as the inspection?

The Witness: No, sir, none whatever.

Q. What is the fact as to the present inspection of the McCormick Works compared with what it was before 1902?

A. The McCormick Works have more gauges now and their system of inspection is a little closer than it was at that time. I have gone into the inspection down there very carefully, in detail, from time to time, and in going over that I

would ask them how long certain systems were prevailing 1
and when they made certain gauges. For instance, they used to have few gauges to gauge the size of the gear teeth and now practically all gears are gauged. They have a special milling test that they give the machines now, that they did not used to give them, and they have a great many more gauges, too, on the knotter and cord-holder and the binder parts than they ever had before.

Q. What is the fact as to whether the inspection at the Champion Works now is as good as it was before 1902?

A. The inspection of the Champion Works has been very much improved; it has been brought up to a standard that 2
would compare with what they have at the Deering and the McCormick Works. At the Champion Works they had no place or room in which they could try off their machines. They have an excellent place for doing that now, and they use gauges where they never thought of using gauges before. All the complaints in regard to the machines from the outside come through my hands, and I can tell from these whether the inspection has been improved or not. Matters that go wrong are taken up with them, and corrections made.

Q. How about the Osborne Works? Is the inspection there 3
as good as it was?

A. Yes, sir.

Q. Please state whether similar care is given to the Champion, the Plano, the Osborne, the Milwaukee machines, as is given to the McCormick and the Deering machines.

A. The same careful inspection is given to all machines; no distinction is made at all.

Q. You spoke a while ago about the machines being tested after they were manufactured. Through what tests are those machines put? You say they are set up?

A. Some of them are taken down in the yard and tried, 4
run over the railroad tracks, run over rough places, and at high speed. The mowers, for instance, are set up and with belt power run at the rate of four miles an hour, which is considerably faster than they ever get in the field. The rakes are put over rough places, where the teeth will catch. The reapers and harvesters are taken out in the worst kinds of places and tried off, even out of harvest season and this in addition to the regular test they get on the rack in the setting-up room.

Q. Do you know whether or not the laboratories of the International Harvester Company at the works are as numerous

1 and are as well equipped as those of the old companies whose assets were purchased by the International?

A. They are much better. I am familiar with all the laboratories. They have a new laboratory at the Deering Works; they have brought it up at this end. It used to be down in the malleable foundry. They have brought it now up near the headquarters and increased the force and increased the equipment. They have machines for making tests there and equipment that they never had before. At the McCormick Works they have the reputation of having the best commercial laboratory in the city, outside of any professional laboratory.

2 Q. At these various works are as many inspectors employed to inspect the machines now as were employed before 1902?

A. More.

Q. Does the statement I had you make give the number of inspectors employed at the various works of the International Harvester Company?

A. Yes, sir.

Q. Please read the statement into the record.

Mr. Grosvenor: I object to it as wholly immaterial.

A. The statement is as follows:

3 Works Inspection Force.

Works.	No. Men.
Akron	74
Milwaukee (Insp. & Testing)	189
Plano	21
Tractor (Insp. & Testing)	127
Weber	14
Champion	27
Deering	70
Keystone	4
4 McCormick	83
Osborne	36
Deering Twine Mill	44
McCormick " "	50
Osborne " "	15
General Office—Chief Inspectors	2
Total	756

(No cross-examination.)

(A recess was here taken until 2:00 o'clock P. M.)

Mr. McHugh: I now deliver to counsel for the Government 1
the original memorandum of Mr. Ranney, to which Mr. Legge referred in his testimony and which Mr. Legge was requested to produce.

Mr. Grosvenor: Is this a contemporaneous memorandum?

Mr. McHugh: Yes, I think so. Mr. Ranney is going to go on the stand and you can ask him about it.

GEORGE A. RANNEY, recalled on behalf of the defendants, testified as follows:

2

Direct Examination by Mr. McHugh.

Q. Mr. Ranney, have you prepared a table showing the lines of implements that are manufactured by certain companies manufacturing agricultural implements in the United States?

A. I have.

Q. What companies are named in the table?

A. The International Harvester Company of America,
Deere & Company, Moline Plow Company, Emerson-Brantingham Company, the Rumely Products Company, the J. I. Case Threshing Machine Company, the Rock Island Plow Company, Parlin & Orendorff, and J. I. Case Plow Company. 3

Q. I asked you whether that table covered lines manufactured by these companies named. Does it cover more than that?

A. It covers lines manufactured and lines sold.

Q. Some companies job certain lines?

A. Yes, sir.

Q. From what data did you compile that chart or table?

A. This was compiled from the catalogues of the various 4
concerns mentioned and from their advertisements in trade papers.

Q. Were the catalogues used as the basis for that table the latest issue of catalogues?

A. So far as we knew.

Q. And the trade papers were late trade papers?

A. Of recent issue.

Q. Handing you table marked Defendants' Exhibit 196,

1 I will ask you whether that is the table to which you referred?

A. It is.

Q. Does that table correctly set forth the lines of implements that are sold by the various companies as shown by their catalogues and advertisements in the trade journals?

A. It does.

Mr. McHugh: We offer in evidence Defendants' Exhibit 196, the same to be printed in a separate volume of exhibits.

Mr. Grosvenor: It is objected to as immaterial.

(A volume of maps was marked Defendants' Exhibit 197.)

Q. I hand you the volume of maps marked Defendants'
2 Exhibit 197, and will ask you to state whether you prepared those maps or had them prepared.

A. They were prepared under my direction.

Q. And what do these maps show?

A. These maps show the location of dealers handling International Harvester binders and mowers and the location of dealers handling binders and mowers manufactured by its competitors in the territory covered by the recapitulations of dealers' statements.

Q. Which are already in evidence?

3 A. Which are in evidence, yes, sir.

Q. What mark on these maps indicates the location of the dealer handling International binder or mower?

A. A black dot.

Q. And what mark represents the location of a dealer handling a binder or mower made by a competitor of the International?

A. A red dot.

Q. What territory is covered by these maps?

A. The territory is the principal small grain growing territory of the United States covered by the recapitulations al-
4 ready put in evidence.

Q. Under whose direction were these maps prepared?

A. Prepared under mine.

Q. What data besides the recapitulations to which you refer were used in the preparation of these maps?

A. The lists of competitors' dealers introduced in evidence by the Acme Harvesting Machine Company, the Johnston Harvester Company, and Lindsay Bros., the jobbers of the Johnston line.

Q. What instructions did you give with respect to pre- 1
paring these maps from the data you have named?

A. I instructed that all of the dealers handling International Harvester binders and mowers that were on the recapitulations and that could be located on the maps, be indicated by a black dot. I further instructed that the lists of dealers introduced by the Acme Harvesting Machine Company at Chicago, the Johnston Harvester Company at Pittsburgh, and Lindsay Bros. at Saint Paul and Chicago, be secured, and that the dealers shown on those lists be carefully checked with the dealers shown on our recapitulations; that
where our recapitulations showed any dealers that were not 2
on the Acme or the Johnston lists, that they be eliminated from these maps. I further instructed that all other dealers on the competitors' lists that were introduced in evidence be located on the maps wherever the town is shown. I further instructed that all other dealers handling competitive machines other than covered by those four lists referred to be put on the maps. Those were taken from our recapitulations and we have no means of checking those up.

Q. Except by the recapitulations?

A. Except by the recapitulations. 3

Q. Then, those instructions carried out put upon the map the notations of places where the dealers handled binders or mowers as shown by the recapitulations, except where the lists of dealers furnished by competitors did not show those dealers, and you used the lists as furnished by the competitors, and used them so far as you could locate the town in every instance?

A. Yes, sir.

Q. How many Acme dealers were shown on the I. H. Co. recapitulation sheets that were not included in the lists in-
troduced in evidence in this case in connection with the evi- 4
dence of the representative of the Acme Company?

A. 240.

Q. Were the 240 dealers, or the locations of those dealers, that were shown on the recapitulation sheets and not shown on the lists of Acme dealers mentioned, put upon these maps?

A. They were not.

Q. How many Johnston dealers were named in the I. H. Co. recapitulation sheets that were not included in the lists of

1 dealers in Johnston machinery introduced in evidence at Pittsburgh, Saint Paul, and Chicago in this case?

A. 276.

Q. Was the location of any of those 276 dealers indicated on these maps?

A. No.

Q. How many dealers were shown on the list of dealers introduced in connection with the evidence of the representative of the Acme Harvesting Company that are not shown upon the recapitulation sheets?

A. There were 680 dealers on the list introduced by the
2 Acme Harvesting Machine Company that were not shown on our recapitulation.

Q. And the locations of those dealers are shown on these maps?

A. They are indicated by red dots.

Q. Each one is indicated by a red dot?

A. Each one is indicated by a red dot.

Q. How many Johnston Harvester Company dealers were there on the list of dealers introduced in evidence in connection with the testimony of the representatives of the Johnston
3 Company and the jobbers handling their line, that were not on the recapitulation sheets?

A. There were 608 dealers on the three Johnston lists introduced in evidence that were not on our recapitulation sheets.

Q. And was the location of each of those 608 dealers marked with a red dot upon these maps?

A. Each location of a dealer was so marked.

Q. How many locations of dealers are there upon these maps in red over and above the number shown on the recapitulation sheets?

4 A. You mean the net increase?

Q. Yes.

A. Deducting from the additional number the number that we have eliminated?

Q. Yes.

A. There is a net increase of Acme agents of 440 and a net increase of Johnston agents of 332, or a total net increase of 772.

Mr. Grosvenor: You mean that there is that number, 772,

more of red dots on these maps than there are names of John- 1
ston and Acme dealers in the recapitulation sheets?

The Witness: Yes. And those red dots were secured from the lists introduced in evidence by those competitors.

Mr. Grosvenor: No, they were not introduced by the competitors; by you obtained from the competitors.

The Witness: Very well.

Q. How many International Harvester Company dealers that are shown on the company's recapitulations are not shown on the maps?

A. There are 57.

Q. Why were they not shown on the maps? 2

A. Because the name of the town at which they were located was not printed on the map.

Q. You could not indicate it?

A. Could not indicate it.

Q. You could not locate it?

A. No, sir.

Q. There was no postoffice; it was not on the postoffice lists, either?

A. No; possibly a crossroads point, or a R. F. D. station, or something of that kind; we could not trace it. 3

Q. Were there any other exceptions found in comparing these lists?

A. Yes.

Q. What were they?

A. (1) On the list of the Acme dealers introduced in evidence there were 41 locations that it was impossible to locate on the maps, practically similar to the 57 of the Harvester dealers on our recapitulations; (2) and on the Johnston list there were 27 that we could not locate on the map; (3) on the Acme and Johnston lists there were 72 dealers where the name of the town was misspelled, and by carefully checking 4
either through Dun's or Bradstreet's or our recapitulations to locate the dealers, we assured ourselves of the correct spelling and then placed those locations on the maps.

Q. And that applied to 72?

A. 72 of the Acme and Johnston combined. There was one more exception: there were 15 competitive dealers on our recapitulations that we could not locate on the maps, and therefore they were not put upon the maps.

Q. That is, they were at some crossroad settlement and you did not know where it was in the state?

1 A. Yes; did not know where they could be located.

Q. But the list of the Johnston Harvester dealers introduced in evidence covered the entire country?

A. No, it did not. I should like to be permitted to read this description. The Johnston list covers the territory represented by these maps with the following exceptions: The state of Pennsylvania, the state of New York, and the territory covered by their Omaha jobbers, namely, the state of Nebraska, the three western tiers of counties in the state of Iowa, and the counties of Union and Ringgold in the state of Iowa, and all of the territory in the state of South Dakota
2 south of the Chicago, Milwaukee & St. Paul railroad, running west from Flandreau to Wessington Springs.

Q. And in the excepted territory, where you had no list in evidence of Johnston dealers, you followed the recapitulation?

A. We took it from the recapitulation, yes, sir.

Q. The black dot that represents the location of a dealer handling International Harvester Company's binder or mower may represent one, two, or three, or even four dealers?

A. Yes, sir.

3 Q. The dot simply represents the location at which International Harvester Company's binders or mowers, or both, are on sale?

A. That is correct.

Q. And it may be that at any of these dots there would be more than one representative of the International lines?

A. Yes.

Q. And in respect to red dots; if there were more than one dealer in the town handling a binder or a mower other than International, that location was marked by only one red dot?

A. It was.

4 Q. Were these maps prepared with care and thoroughness?

A. They were prepared with the greatest care.

Q. I wish you would describe the thoroughness with which these maps were prepared.

A. There were some 18 or 20 men working on those maps in teams. One team would take the recapitulation; one of the men would take the name of the town, would look up in the Atlas the reference to the location; would then call the name and the reference to his partner, who would then indicate that

on the map, with a black dot if it was an International Harvester Company representative, and with a red dot if it was a competitor. When that block was completed from our recapitulations, another set of men would take the same map and would check back from the map to the sheets; in other words, they would reverse the procedure, so that the checking was done by independent men. 1

Q. What Atlas did you use to locate the dealers on the maps?

A. It was the Rand-McNally Commercial Atlas for 1913.

Q. And where did you get these maps on which you have placed the red dots? 2

A. These maps were secured from Rand-McNally and they are termed the New Commercial Atlas Maps of the respective states, published in 1913.

Mr. McHugh: The defendants now offer in evidence Defendants' Exhibit 197, comprising the 15 maps mentioned, bound in one volume, the same to be returned to the court with the evidence.

Mr. Grosvenor: I object on the ground of immateriality, and reserve the right to make further objection after I have had an opportunity to examine the maps and to cross-examine the witness. Are you through with this witness now? 3

Mr. McHugh: Yes.

Cross-Examination by Mr. Grosvenor.

Q. Mr. Ranney, as I understand that map and those dots, succinctly described, it is the black dots against the world, isn't it?

A. I don't understand your question, Mr. Grosvenor.

Q. The black dots represent only the International Harvester Company? 4

A. Dealers handling binders and mowers, yes, sir.

Q. The black dots represent the International Harvester Company's dealers, that is, dealers handling International binders and mowers?

A. Yes, sir.

Q. The red dots represent any possible competitor; in other words, the red dots do not represent any one company, but they represent all the companies competing with the International?

1 A. They represent all competitors selling binders and mowers.

Q. All the competitors of the International that sell binders and mowers?

A. So far as we know, yes.

Q. And the red dot may be an Acme agent, or it may be a Johnston agent, or it may be a Deere agent, or one of the other competitors of the International?

A. Any agent who is handling competitors' lines; yes, sir.

Q. But the black dot always represents the International?

A. Always.

2 Q. Have you counted up the dots?

A. No, sir.

Q. Isn't it a fact that those maps show many more black dots than there are red dots?

A. I could not answer that truthfully, because I do not know.

Q. If you were to correctly state the exact number of dealers of the International by black dots, that is to say, if there was put a black dot for every dealer handling International binders and mowers, there should be a large number of black 3 dots added to this list, because in many towns you have more than one dealer, but you have indicated only one dot for every place where there is one dealer?

A. That is true, and it applies with equal force to the red dots.

Q. Aren't you familiar enough with the harvester conditions to know that there are very many more towns where there are several International dealers handling the Deering and the McCormick lines, than there are towns where there are two, say, Acme and Johnston agents?

A. Well, there are other dealers handling other makes be- 4 sides Acme and Johnston.

Q. I say have you any figures in that matter?

A. Is your question: Are there more International dealers than Acme dealers? Is that your question?

Q. Aren't there a great many more towns where there are two International dealers than there are towns where there are two Independent dealers? Do you know as to that?

A. I do not know as to that; I cannot answer that.

Q. Did you make any attempt to count up the black dots?

A. No, sir.

Q. Or to count up the red dots? 1

A. No, sir.

Q. Have you in these maps attempted to make any distinction between agents for grain binders and corn binders?

A. I cannot answer that, Mr. Grosvenor, without referring to the instructions given at the time the recapitulations were ordered made, and I have not those with me.

Q. I understood you to say that these maps were prepared under your instruction. Now, what instructions did you give? Did you give any different instructions respecting grain binders and corn binders?

A. My instructions were given after the recapitulations 2 were received, and are given fully in the evidence.

Q. Don't you know as a matter of fact that the most of the Johnston agents handle the corn binders?

A. No, I do not.

Q. Then, you have prepared these maps without attempting to indicate whether it is corn binders or grain binders that are handled?

A. I did not make any distinction so far as my instructions were concerned, differentiating between those two.

Q. Then, you did include both corn binders and grain 3 binders in these maps, did you?

A. I cannot answer that.

Q. What did you mean by your first statement about these maps showing towns where dealers handle binders and mowers? What did the term "binder" include?

A. I will have to ask you to refer to the evidence in regard to the recapitulations for that. I was not responsible in the preparation of the recapitulations.

Mr. McHugh: You took the binders and mowers as shown on the recapitulations?

The Witness: Yes, sir. 4

Mr. Grosvenor: I am going to suspend the cross-examination until I have had an opportunity to look at these papers, and I will ask the witness to return tomorrow morning, because this is a rather formidable document to present for cross-examination without any previous chance for inspection.

Mr. McHugh: All right, sir.

Mr. Grosvenor: And I wish you would endeavor, Mr. Ranney, to find out whether there has been any attempt to keep

1 the agencies for corn binders and grain binders distinct in preparing this map.

The Witness: All right.

(Mr. Grosvenor takes possession of the maps.)

W. M. REAY, recalled on behalf of the defendants, testified as follows:

Direct Examination by Mr. Post.

2

Q. State your name, residence, and occupation.

A. William M. Reay; Chicago; comptroller of the International Harvester Company.

Q. As comptroller of the International Harvester Company have you charge of its accounting and statistical records?

A. I have, yes, sir.

Q. I show you, Mr. Reay, a statement containing a summary of gross sale proceeds of Champion, Deering, McCormick, Milwaukee, Osborne, and Plano companies for the year
3 1902, and of the International Harvester Company for the years 1903 to 1912, separating foreign and domestic trade, and old line and new line, and fibre and steel sales. Was this statement prepared under your direction and supervision?

A. It was.

Q. What is included under the heading "Old Lines"?

A. It includes grain machines, mowers, rakes, corn binders, and their repairs and attachments, and twine.

Q. What is included under the term "New Lines"?

A. The balance of the goods manufactured by the Inter-
4 national Harvester Company and its affiliated companies, together with any goods purchased and re-sold by any of those companies.

Q. What is included under the heading "Steel Products, Fibre Sales, etc."?

A. That covers the sales of steel and steel products of the Wisconsin Steel Company to customers other than the International Harvester Company, and fibre sales made by McLeod & Company in New York and London, and some minor miscellaneous sales.

Q. Does this statement include inter-company sales? 1

A. It does not; none.

Q. Does the statement correctly state the total amount of the sales of the International Harvester Company for the years 1903 to 1912, divided into foreign and domestic, and into old lines and new lines?

A. It does.

Q. And separating also the steel products, the fibre sales, etc.?

A. Yes, sir.

Q. What does the column headed "Per Cent. Year's Sales" represent? 2

A. That indicates the percentage of each of those classifications to the total sales by years.

Q. What do the figures for the year 1902 include—that is, the sales of what companies are included in the figures shown for 1902?

A. They represent the sales of the Champion, Deering, McCormick, Milwaukee, Plano, Osborne companies.

Mr. Post: The defendants offer in evidence the statement referred to, which has been marked Defendants' Exhibit 198.

Mr. Grosvenor: No objection. 3

Defendants' Exhibit 198 is as follows:

4

DEFENDANTS' EXHIBIT 198.

Summary of Gross Sales Proceeds

of Champion, Deering, McCormick, Milwaukee, Osborne, and Plano Companies

for Year 1902

and International Harvester Company for Years 1903 to 1912

Separating Foreign and Domestic Trade and Old Line, New Line, and Fibre and Steel Sales

	OLD LINES			NEW LINES			TOTAL		
United States Sales	Amount	Per Cent. Increase over 1902	Per Cent. Year's Sales	Amount	Per Cent. Increase over 1902	Per Cent. Year's Sales	Amount	Per Cent. Increase over 1902	Per Cent. Year's Sales
1902	$ 46,142,158.64		78.52	$ 1,810,453.59		3.08	$ 47,952,612.23		81.60
1903	37,763,858.45	18.16*	71.23	2,056,057.92	13.57	3.88	39,819,916.37	16.96*	75.11
1904	32,337,917.32	29.92*	63.02	2,029,737.93	12.11	3.95	34,367,655.25	28.33*	66.97
1905	30,999,632.59	32.82*	52.03	5,193,369.29	186.85	8.72	36,193,001.88	24.52*	60.75
1906	31,339,714.18	32.08*	46.37	10,677,992.55	489.79	15.80	42,017,706.73	12.38*	62.17
1907	32,726,330.36	29.07*	41.84	13,676,254.69	655.40	17.49	46,402,585.05	3.23*	59.33
1908	28,213,111.53	38.85*	38.90	13,610,886.45	651.79	18.76	41,823,997.98	12.78*	57.66
1909	31,546,270.82	31.63*	36.42	18,550,894.87	924.65	21.42	50,097,165.69	4.47	57.84
1910	34,510,273.20	25.21*	34.11	21,992,709.76	1,114.76	21.74	56,502,982.96	17.83	55.85
1911	34,401,981.89	25.44*	31.84	22,465,927.35	1,140.90	20.80	56,867,909.24	18.59	52.64
1912	39,062,455.36	15.34*	31.14	24,945,293.52	1,277.85	19.88	64,007,748.88	33.48	51.02
Foreign Sales									
1902	$ 9,937,746.50		16.91	$ 478,445.90		.81	$ 10,416,192.40		17.72
1903	11,879,797.59	19.54	22.41	366,215.14	23.46*	.69	12,246,012.73	17.57	23.10
1904	14,294,289.79	43.84	27.86	1,055,074.69	120.52	2.06	15,349,364.48	47.36	29.92
1905	14,578,011.88	46.69	24.47	2,336,901.89	388.44	3.92	16,914,913.77	62 39	28.39
1906	17,095,540.51	72.03	25.29	3,103,773.20	548.72	4.59	20,199,313.71	93.92	29.88
1907	20,291,018.58	104.18	25.95	4,187,525.59	775.23	5.35	24,478,544.17	135.00	31.30
1908	20,073,892.80	102.00	27.67	4,730,900.58	888.81	6.52	24,804,793.38	138.14	34.19
1909	21,301,495.76	114.35	24.59	6,832,879.90	1,328.14	7.89	28,134,375.66	170.10	32.48
1910	23,360,535.07	135.07	23.09	10,835,520.53	2,164.73	10.71	34,196,055.60	228.30	33.80
1911	26,864,992.08	170.33	24.87	15,449,686.59	3,129.14	14.30	42,314,678.67	306.24	39.17
1912	33,740,663.65	239.52	26.90	17,156,299.59	3,485.84	13.68	50,896,963.24	388.63	40.58

Total Sales

	Total Agricultural Implements and Twine			Steel Products, Fibre Sales, etc.			Grand Total	
	Amount	Per Cent Increase over 1902	Per Cent. Year's Sales	Amount	Per Cent. Increase over 1902	Per Cent. Year's Sales	Amount	Per Cent. Increase over 1902
1902	$ 58,368,804.63		99.32	$ 400,000.00		.68	$ 58,768,804.63	
1903	52,065,929.10	10.80*	98.21	946,893.97	136.72	1.79	53,012,823.07	9.80*
1904	49,717,019.73	14.82*	96.89	1,597,732.54	299.43	3.11	51,314,752.27	12.68*
1905	53,107,915.65	9.01*	89.14	6,468,477.97	1,517.12	10.86	59,576,393.62	1.37
1906	62,217,020.44	6.59	92.05	5,372,035.83	1,243.01	7.95	67,589,056.27	15.00
1907	70,881,129.22	21.44	90.63	7,325,761.14	1,731.44	9.37	78,206,890.36	33.07
1908	66,628,791.36	14.15	91.85	5,912,979.80	1,378.24	8.15	72,541,771.16	23.44
1909	78,231,541.35	34.03	90.32	8,383,008.20	1,995.75	9.68	86,614,549.55	47.38
1910	90,699,038.56	55.39	89.65	10,467,320.32	2,516.83	10.35	101,166,358.88	72.14
1911	99,182,587.91	69.92	91.81	8,851,007.70	2,112.75	8.19	108,033,595.61	83.83
1912	114,904,712.12	96.86	91.60	10,533,392.18	2,533.35	8.40	125,438.104.30	113.44

NOTE:—Star (*) indicates decrease.
Old Lines include Grain Machines, Mowers, Rakes, Corn Binders with Attachments, and Repairs and Twine.

1 Q. I hand you a chart, which has been marked Defendants' Exhibit 199, showing Comparison between Total United States Exports and International Harvester Company Exports for the seasons 1902 to 1912, inclusive. Please state whether the tables on this chart and the chart itself were prepared under your direction and supervision.

A. Yes, sir, they were.

Q. What is the source of the figures shown under the heading "Value Total Exports"?

A. The value of the total United States exports is taken from the Foreign Commerce of the United States for the year
2 ending June 30, 1912, issued by the Department of Commerce and Labor, Bureau of Foreign and Domestic Commerce.

Mr. Grosvenor: Total exports of what?

The Witness: The total exports of all kinds from the United States, as shown by that—

Mr. Grosvenor: All kinds of what?

The Witness: All kinds of commodities and materials.

Mr. Grosvenor: You mean to say it relates to the entire foreign business of the United States—cotton and everything else?

3 The Witness: Yes, sir; I so understand the table.

Mr. Grosvenor: We object to this as immaterial and irrelevant.

Q. What is the source of the figures shown under "Value I. H. Co. Exports"?

A. That represents the value of the exports of the International Harvester Company for the years 1903 to 1912, inclusive.

Q. What figures have been taken in arriving at these values?

A. The exact figures as reported to the Government of the
4 United States, as shown by the certified copies of manifests which are submitted with each export shipment.

Q. Are those figures the basis on which the Government makes up its figures of exports?

A. I understand so; that is the only source of information which the Government possesses.

Q. They are the values stated on the manifests, a copy of which is furnished to the Customs officials?

A. Yes, sir; a certified copy.

Q. What does the line on the chart marked "Total Exports" indicate?

A. It indicates that from 1902 to 1912 the total exports from the United States have increased 60 per cent.

Q. What does the line shown on the chart marked "I. H. Co. Exports" indicate?

A. It indicates that from 1902 to 1912, the exports of the International Harvester Company have increased 242 per cent.

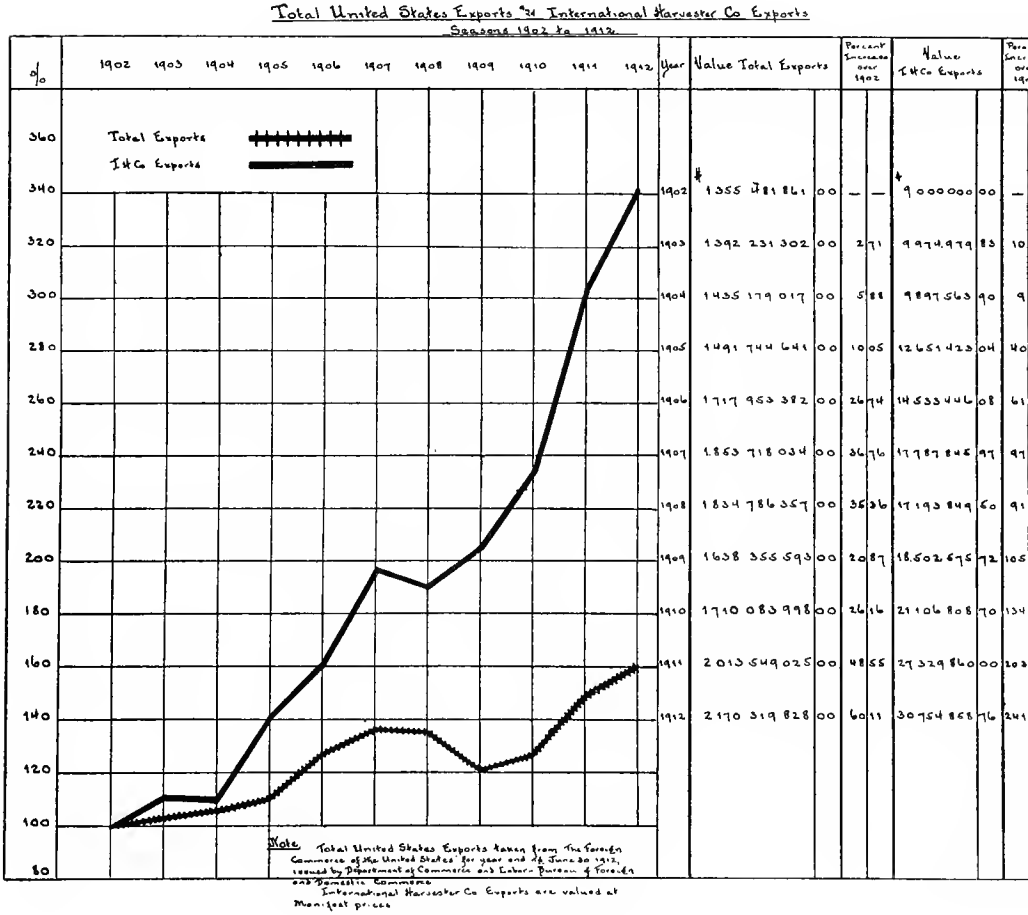
Mr. Post: I offer in evidence Defendants' Exhibit 199.

Mr. Grosvenor: I object to this evidence on the ground that it is wholly and absolutely immaterial and irrelevant.

Defendants' Exhibit 199 is as follows:

DEFENDANTS' EXHIBIT 199.

Chart Showing Comparison
between
Total United States Exports and International Harvester Co Exports
Seasons 1902 to 1912



Year	Value Total Exports	Percent Increase over 1902	Value I H Co Exports	Percent Increase over 1902
1902	$ 1 355 781 861 00	— —	$ 9 000 000 00	—
1903	1 392 231 302 00	2 71	9 974 979 83	10
1904	1 435 179 017 00	5 88	9 897 563 90	9
1905	1 491 744 641 00	10 05	12 651 423 04	40
1906	1 717 953 382 00	26 74	14 533 446 08	61
1907	1 863 718 034 00	36 76	17 787 845 97	97
1908	1 834 786 357 00	35 36	17 193 849 60	91
1909	1 638 355 593 00	20 87	18 502 675 72	105
1910	1 710 083 998 00	26 16	21 106 808 70	134
1911	2 013 549 025 00	48 55	27 329 860 00	203
1912	2 170 319 828 00	60 11	30 754 868 76	241

1 Q. I hand you statement marked Defendants' Exhibit 200, and ask you to state what it is.

A. This statement shows the amount of cash received from foreign trade and remitted to the United States for the years 1903 to 1912, inclusive.

Q. To the International Harvester Company?

A. To the International Harvester Company, yes, sir, or its affiliated companies.

Q. Was this statement prepared under your direction and supervision?

A. It was.

2 Q. Is it correct?

A. It is to the best of my knowledge and belief.

Mr. Post: I offer in evidence Defendants' Exhibit 200.

Mr. Grosvenor: Same objection.

Defendants' Exhibit 200 is as follows:

DEFENDANTS' EXHIBIT 200.

International Harvester Company.
Amount of Cash Received from Foreign Trade and Remitted
3 to United States.
1903 to 1912.

Year.	Amount.
1903	$ 5,500,000
1904	9,154,000
1905	11,640,000
1906	14,123,000
1907	16,520,000
1908	17,138,000
1909	20,644,000
1910	20,016,000
1911	18,778,000
1912	25,894,000
Total	$159,407,000

4

June 24, 1913.

Q. I hand you statement marked Defendants' Exhibit 201, and ask you what it is.

A. This statement shows the amount of the International Harvester Company's exports and the amount of material and labor in such exports, for the years 1903 to 1912, inclusive.

Q. Was this statement prepared under your supervision 1
and direction?

A. Yes, sir.

Q. Does it correctly state the amount expended by the International Harvester Company, or its affiliated corporations, for raw material entering into the exports of the International Harvester Company for the years stated?

A. Yes, sir; it does.

Q. And does it correctly state the amount of labor entering into those exports for the years stated?

A. Yes, sir.

Q. A note to the exhibit reads as follows: "Of the above 2
$69,185,000 expended for material, about one-half represents money spent for labor in the United States in the production of such material." How was that arrived at?

A. From the best statistics available. We analyzed the materials purchased from other companies, which materials are shown in this statement, and discovered the amount of labor, approximately, that was spent by other concerns in the United States in the production of those materials.

Mr. Post: I offer in evidence Defendants' Exhibit 201.

Mr. Grosvenor: Same objection. 3

Defendants' Exhibit 201 is as follows:

DEFENDANTS' EXHIBIT 201.

International Harvester Company.
Statement Showing Amount of Company's Exports and Amount of Material and Labor in Exports.
1903 to 1912.

Year	Exports	I. H. Co. Material and Labor Material	Labor
1903	$ 9,975,000	$ 3,878,000	$ 1,891,000 4
1904	9,897,000	4,450,000	1,880,000
1905	12,651,000	5,252,000	2,404,000
1906	14,533,000	5,717,000	2,761,000
1907	17,788,000	6,738,000	3,398,000
1908	17,194,000	6,486,000	3,284,000
1909	18,503,000	6,885,000	3,534,000
1910	21,107,000	8,061,000	4,086,000
1911	27,330,000	10,108,000	5,291,000
1912	30,755,000	11,610,000	5,954,000
Total	$179,733,000	$69,185,000	$34,483,000

1 Note:—

Of the above $69,185,000 expended for material, about one-half represents money spent for labor in the United States in the production of such material.

June 23, 1913.
MC.

Q. I hand you a chart which has been marked Defendants' Exhibit 202, and ask you to state what the chart is.

A. This chart shows the relative prices of manufactured
2 commodities and farm products in the United States for the years 1899 to 1912, inclusive.

Q. From what source were the figures in the table under the heading "Manufactured Commodities" obtained?

A. They were taken from page 14 of "Wholesale Prices" of Bureau of Labor Statistics No. 114, April, 1913, Department of Commerce and Labor.

Q. What does this table show?

A. It shows that the prices of the manufactured commodities included in this table have increased, from 1899 to 1912, 29.7 per cent.

3 Q. Based on what?

A. The year 1899 is taken as the index, or 100, that year representing the average of the previous ten years, as established by the Bureau of Labor statistics.

Q. What does the table under the heading "Farm Products" indicate?

A. It indicates that from the year 1899 to 1912 the average value of farm products in the United States increased about 71.3 per cent.

Mr. Grosvenor: My objection, based upon the immaterial-
4 ity of these questions goes, I suppose it is agreed, to all the testimony of this witness on all these exhibits, as well as to the exhibits themselves?

Mr. Post: It is so agreed.

Q. What do the tables under the headings "Wheat," "Corn," "Oats," "Hay," indicate?

A. They indicate that from the year 1899 to 1912 the average value of wheat, corn, oats, and hay in the United States increased 69.6 per cent.

Q. Were the figures as to farm products, wheat, corn, oats,

and hay, also obtained from the same Bulletin to which you referred?

A. Yes, sir, they were.

Mr. Post: I offer in evidence Defendants' Exhibit 202.

Defendants' Exhibit 202 is as follows:

DEFENDANTS' EXHIBIT 202.

Relative Prices of Manufactured Commodities and Farm Products—1899 to 1912.

Year	Ratio based on 10-year period 1890-1899 Inclusive							
	Manufactured Commodities	Farm Products	Wheat	Corn	Oats	Hay	Combined	
10 years 1890-1899	100.0	100.0	100.0	100.0	100.0	100.0	100.0	Manufactured Commodities of The United States are taken from page 14 of "Wholesale Prices" Bulletin of Bureau of Labor Statistics #114 April, 1913 Dep't, of Labor
1899	100.7	100.0	94.1	87.6	91.2	96.6	92.5	
1900	110.2	109.5	93.7	100.2	84.5	110.9	97.3	
1901	107.8	114.9	95.7	130.6	118.3	123.0	116.9	
1902	110.6	130.5	98.7	156.9	147.3	120.9	131.0	Statistics regarding Farm Products are taken from Pg. 12 of "Wholesale Prices" Bulletin of Bureau of Labor Statistics #114 April 1913 Department of Labor
1903	111.5	118.8	105.1	121.1	131.7	119.2	119.3	
1904	111.3	126.2	138.3	132.6	135.8	112.5	129.8	
1905	114.6	124.2	134.5	131.7	111.2	107.9	121.3	
1906	121.6	123.6	105.6	121.8	122.1	124.3	118.4	
1907	128.6	137.1	120.8	138.8	167.4	162.4	147.4	Statistics regardin Wheat, Corn and Oats and Hay are from Table II Pages 93, 94, 95 and 96 of "Wholesale Prices" Bulletin of Bureau of Labor Statistics #114 April 1913 Department of Labor
1908	122.2	133.1	131.8	179.9	189.5	118.3	155.0	
1909	123.9	153.1	159.7	175.5	178.3	129.0	160.8	
1910	129.6	164.6	196.1	152.7	143.5	165.6	152.0	
1911	126.6	162.0	131.1	155.1	193.2	188.5	159.5	
1912	129.7	171.3	139.7	180.2	162.3	195.7	169.6	

Q. Please look at Defendants' Exhibit 203, and state what it is.

A. That shows the average contract prices of materials purchased from 1902 to 1912, of certain commodities therein shown.

Q. Was this statement prepared under your direction and supervision, and does it correctly state the average contract prices paid by the International Harvester Company for grey iron, malleable Bessemer, steel, cotton duck, leather straps, pole stock, hardwood lumber, and crating lumber, during the years 1903 to 1912, inclusive?

A. It does.

Q. Are these the principal materials entering into the manufacture of the product of the International Harvester Company?

A. Yes, sir, they are.

1 Mr. Grosvenor: Are these prices for lumber and iron the prices that you paid to your subsidiary companies, the Wisconsin Steel Company and the Wisconsin Lumber Company?

The Witness: It includes those prices, yes, sir, but it is the average of all the materials purchased.

Mr. Grosvenor: These figures, then, simply state the prices that your company, the International Harvester Company, pays to the Wisconsin Steel Company and the Wisconsin Lumber Company, subsidiary companies, for its supplies?

The Witness: No, sir; this statement is the average of all materials purchased from whatever source they might have
2 been purchased, whether purchased from our subsidiary companies or in the open market. The amount purchased from our subsidiary companies would not be sufficient to influence the statement especially.

Q. Do these figures represent the average market prices at which you purchased these materials during these years?

A. Yes, sir, as shown by our records.

Mr. Grosvenor: I object to this as wholly immaterial. Are you going to produce any tables or introduce any tables showing the cost of manufacture of the articles that you sell?

3 Mr. Post: We will advise you as to that, Mr. Grosvenor, as we proceed.

Mr. Grosvenor: I think this is violating every rule of evidence, on the ground of immateriality, to go to the extent of putting in tables, and I want to make my objection. Of course, it is understood that you people will have to pay the cost of printing these exhibits.

Q. You have stated in this table the prices of these materials for 1902. From what source did you obtain these figures, or what is the basis of them?

A. They represent the average contract prices of those
4 materials purchased by the Champion, Deering, McCormick, Milwaukee, Osborne, and Plano companies for that year.

Q. For the year 1902?

Mr. Post: I offer in evidence Defendants' Exhibit 203.

Defendants' Exhibit 203 is as follows:

DEFENDANTS' EXHIBIT 203.

International Harvester Company

Average Contract Prices of Materials Purchased

Seasons 1902 to 1912

	1902	1903	1904	1905	1906	1907	1908	1909	1910	1911
Grey Iron (G.T.)	$13.50	17.52	17.19	14.91	16.35	20.70	16.67	16.47	16.55	15.96
Malleable Bessemer (G.T.)	14.50	19.56	17.08	15.90	16.92	21.84	17.02	16.96	16.49	16.09
Steel (Base Price per cwt.)	1.35	1.65	1.76	1.46	1.51	1.66	1.60	1.50	1.40	1.50
Cotton Duck (Yard)	.29	.32	.37	.34	.37	.36	.41	.35	.38	.40
Leather Straps (Lb.)	.30	.36	.35	.36	.41	.50	.54	.46	.43	.44
Pole Stock (1000Ft)	26.00	26.00	28.00	35.00	37.50	37.50	32.00	30.00	32.00	32.00
Hardwood Lumber (1000ft)	25.50	32.00	32.50	35.00	36.50	38.00	36.00	35.50	35.00	34.00
Crating Lumber (1000ft)	9.00	8.00	9.00	10.00	10.50	13.00	10.50	10.50	10.25	10.00

NOTE:—
The average contract prices for 1902 represent those of the Champion, Deering, McCormick, Milwaukee, Plano, and Osborne companies.

June 25, 1913.

Q. Please examine Defendants' Exhibit 204 and state what it is.

A. This statement shows the average earnings per hour of employes for the season 1902 at all United States Works, excluding twine mills, of the Champion, Deering, McCormick, Milwaukee, Osborne, and Plano companies, and similarly for the years 1903 to 1912 for all United States Works of the International Harvester Company.

Q. Was this statement prepared under your supervision and direction?

A. Yes, sir.

Q. Does it correctly state the average hourly earnings at those Works for the years 1902 to 1912, inclusive?

A. I believe that it does.

Q. Does it show the percentage of increase in the hourly wages over 1902?

A. Yes, sir. It shows that the increase in the average hourly earnings of all employes of the International Harvester Company at United States Works have increased 32.52 per cent. over the basis of 1902.

Q. Does it include any employes at the general offices?

A. No, sir; it covers employes at the Works only.

Mr. Post: I offer in evidence Defendants' Exhibit 204.

Mr. Grosvenor: Same objection.

Defendants' Exhibit 204 is as follows:

1

DEFENDANTS' EXHIBIT 204.

Table Showing
Average Earnings per Hour of Employes at Works of International Harvester Company. (Excluding Twine Mills.)
Manufacturing Seasons 1902 to 1912.

Year	Average Earnings per Hour	Per Cent of Increase Over 1902
1902	19.28c	—
1903	20.58	6.74
1904	22.11	14.68
1905	22.27	15.51
1906	22.38	16.08
1907	22.97	19.14
1908	23.24	20.54
1909	23.47	21.73
1910	23.79	23.39
1911	24.62	27.70
1912	25.55	32.52

2

3 Note:
The average hourly earnings are based on total number of hours worked divided into total wages earned.

Q. Please examine Defendants' Exhibit 205 and state what it is.

A. It indicates the relative prices of materials consumed in manufacture, and the average hourly earnings of Works employes, in the United States, from 1902 to 1912, the figures for 1902 representing those of the Champion, Deering, McCormick, Milwaukee, Plano, and Osborne companies, and the figures for 1903 to 1912 being those of the International Harvester Company.

4

Q. What does the line marked "All Material," as shown on the chart, indicate?

A. It indicates that using 100 as a base in 1902, the relative prices of materials consumed in the manufacture of products sold by the International Harvester Company increased to a point of 23 per cent. in 1907.

Q. What does the line marked "All Labor (Average Hourly Earnings)" indicate?

A. It indicates that, using 100 as a base for 1902, the

average wages steadily increased until, in the year 1912, the 1
average hourly earnings paid United States Works employes of the International Harvester Company had increased approximately 33 per cent.

Q. These wages relate wholly to employes of the Works and not to employes in the general offices?

A. All employes at the Works, excluding the twine mills.

Q. Was this chart and table prepared under your direction and supervision?

A. Yes, sir, it was.

Mr. Post: I offer in evidence Defendants' Exhibit 205.

Mr. Grosvenor: It is understood that I make my objection 2
to all of these.

Defendants' Exhibit 205 is as follows:

3

4

DEFENDANTS' EXHIBIT 205.

International Harvester Co
Relative Prices of Materials Consumed in Manufacture
and
Average Hourly Earnings of Works Employes
in the United States
1902 to 1912

Ratio based on 1902

	1902	1903	1904	1905	1906	1907	1908	1909	1910	1911	1912
All Material	100	113	119	109	113	123	122	111	110	112	105
All Labor (Average Hourly Earnings)	100	107	115	116	116	119	121	122	123	128	133

Note:

The above figures do not include Twine Manufacture

Q. Please state what the document marked Defendants' 1
Exhibit 206 shows.

A. It shows the various kinds of machines manufactured at each of the International Harvester Company's United States Works and the new lines added at each plant from 1903 to 1912, and shows also all transfers of harvester lines between Works.

Mr. Grosvenor: It does not show when certain Works quit manufacturing certain things, does it? For instance, the Milwaukee Works, which is no longer making Milwaukee binders. This exhibit does not indicate that that Works is no longer 2
making Milwaukee binders, does it?

The Witness: On page 3 it shows that during 1905 the Milwaukee harvester lines were transferred to the McCormick Works, and lines of engines, tractors, and cream separators substituted in place thereof at the Milwaukee Works.

Mr. Grosvenor: You do not purport to show by this exhibit the lines you have discontinued making since the acquisition of the Minnie and the Keystone and the Buckeye, at these different Works?

The Witness: No.

Q. What were the principal transfers and readjustments 3
of manufacturing, as shown by this exhibit?

A. In order to attain greater efficiency and economy in production, the old harvester lines manufactured at the Milwaukee Works were transferred to the McCormick Works, and the old harvester lines manufactured at the Plano Works were transferred to the Deering Works.

Mr. Post: I offer in evidence Defendants' Exhibit 206.

Defendants' Exhibit 206 is as follows:

4

1

DEFENDANTS' EXHIBIT 206.

INTERNATIONAL HARVESTER COMPANY

Statement showing

(1) The various kinds of machines manufactured at each of the Company's United States plants and the new lines added at each plant (new lines marked *).
(2) All transfers of harvester lines from one plant to another and new lines substituted.
(3) All transfers of new lines.

2

Works	Location	Machines	Date New Lines Were Added
Akron Works	Akron, Ohio	Auto Delivery Wagons	
Champion Works	Springfield, O.	Grain Binders	
		Reapers	
		*Headers & Header Binders	1905
		Mowers	
		Rakes	
		*Side Delivery Rakes	1906
		*Tedders	1903
		*Hay Presses	1906
		*Corn Planters	1906
		*Manure Spreaders	1908
Deering Works	Chicago, Ill.	Grain Binders—Deering Type	
		*Grain Binders—Plano Type	1906
		Reapers—Deering Type	
		*Reapers—Plano Type	1906
		Headers & Hdr. Bdrs.—Deering	
		*Headers & Hdr. Bdrs.—Plano Type	1906
		*Headers & Hdr. Bdrs.—P.M.O. Type	1906
		*Strippers	1904
		Mowers—Deering Type	
		*Mowers—Plano Type	1906
		Rakes—Deering Type	
		*Rakes—Plano Type	1906
		Corn Binders	
		Shredders—Deering Type	
		*Shredders—Plano Type	1906
		*Corn Pickers	1904
		*Disc Drills	1910
		*Feed Grinders	1907
		*Broadcast Seeders	1913
Keystone Works	Sterling, Ill.	Side Delivery Rakes	
		Hay Loaders	
		Corn Shellers	
		*Disc Harrows	1908
		*Peg Tooth Harrows	1910
McCormick Works	Chicago, Ill.	Grain Binders—McCormick Type	
		*Grain Binders—Milwaukee Type	1906
		Reapers—McCormick Type	
		*Reapers—Milwaukee Type	1906
		Headers & Header Binders	
		Mowers—McCormick Type	
		*Mowers—Milwaukee Type	1906
		Rakes—McCormick Type	
		*Rakes—Milwaukee Type	1906
		*Rakes—Keystone Type	1906
		*Sweep Rakes	1906
		*Hay Stackers	1906
		Corn Binders—McCormick Type	
		*Corn Binders—Milwaukee Type	1906
		Shredders	
		*Corn Pickers	1904
Milwaukee Works	Milwaukee, Wis.	*Gasoline Engines	1905
		*Tractors	1908
		*Cream Separators	1905

3

4

Works	Location	Machines	Date New Lines Were Added
Newark Valley Works	Newark Valley, N. Y.	Manure Spreaders	
Osborne Works	Auburn, N. Y.	Grain Binders	
		Reapers	
		Mowers	
		Rakes	
		Tedders	
		Corn Binders	
		Cultivators	
		Disc Harrows	
		Spring Tooth Harrows	
		Peg Tooth Harrows	
		*Stalk Cutters	1912
Plano Works	Chicago, Ill.	*Manure Spreaders	1905
		*Wagons	1906
		*Corn Planters	1911
		*Corn Cultivators	1912
Tractor Works	Chicago, Ill.	*Tractors	1911
		*Kerosene Engines	1912
Weber Works	Chicago, Ill.	Farm Wagons	

1

2

Transfers of Harvester Lines.

During 1905 the Milwaukee Harvester lines were transferred to the McCormick Works and the following lines were substituted at the Milwaukee Works:

Engines	1905
Tractors	1908
Separators	1905

3

During 1905 the Plano Harvester lines were transferred to the Deering Works and the following lines were substituted at the Plano Works:

Manure Spreaders	1905
Wagons	1906
Corn Planters	1912
Corn Cultivators	1912

During 1906 the Keystone Harvester Lines were transferred to the McCormick Works and the following lines substituted at the Keystone Works:

Disc Harrows	1908
Peg Tooth Harrows	1910

Transfers of New Lines.

Machine	Originally Built at		Transferred to	
Broadcast Seeders	Champion	Works	Deering	Works
Hay Stackers	Champion	Works	McCormick	"
Sweep Rakes	Champion	"	McCormick	"
Hay Presses	Deering	"	Champion	"
Gasoline Engines	Deering	"	Milwaukee	"
Gasoline Engines	McCormick	"	Milwaukee	"
Tractors	Akron	"	Milwaukee	"

4

Q. What does Defendants' Exhibit 207 show?

A. The average number of employes at the United States Works of the Champion, Deering, McCormick, Milwaukee, Osborne, and Plano companies in 1902 as compared with those employed at United States Works of the International Harvester Company in the year 1912.

Q. Was this statement prepared under your direction and supervision?

A. It was.

1 Q. Does it correctly state the number of employes employed at these different Works in 1902 as compared with the employes in 1912—

A. Yes, sir.

Q. —dividing the employes into those working on the new lines and those working on the old lines?

A. Yes, sir, it does.

Q. What was the total number of employes employed at the Works stated in the year 1902?

A. 16,596.

Q. What was the total number in 1912?

2 A. 25,163.

Q. Has any plant acquired by the International Harvester Company been shut down?

A. Not to my knowledge.

Q. What is the fact as to whether the number of employes at each of said plants has increased or not?

A. The number of employes has increased at every plant, and the total percentage of increase of employes in 1912 over 1902 is 51.6.

Q. What was the number of employes at the Plano Works in 1911? The note states: "The average number of employes
3 at Plano Works in 1912 was low owing to the depression in the manure spreader industry. The average number employed in 1911 season was 1,145, and in 1913 season to date 1,169." Does this exhibit correctly state the number of employes employed at the Plano Works during those two years?

A. It does.

Mr. Post: I offer in evidence Defendants' Exhibit 207.

Mr. Grosvenor: I object to that also.

Defendants' Exhibit 207 is as follows:

4

1

DEFENDANTS' EXHIBIT 207.

Average Number of Employes at United States Works.
Seasons 1902 and 1912.

1912

Works	Number Working on Old Lines	Number Working on New Lines	Total	1902	Increase over 1902
Akron	—	921	921	20	901
Champion	592	785	1,377	1,296	81
Deering	5,745	313	6,058	5,488	570
Keystone	—	305	305	200	105
McCormick (Including Tractor Works)	7,423	1,248	8,671	6,236	2,435
Milwaukee	—	3,884	3,884	596	3,288
Newark Valley	—	71	71	—	71
Osborne	1,477	854	2,331	1,400	931
Plano	—	795	795	995	200*
St. Paul	160	—	160	15	145
Weber	—	590	590	350	240
	15,397	9,766	25,163	16,596	8,567
Percentage of Increase					51.6%

(*) Decrease

Note:—

The average number of employes at Plano Works in 1912 was low owing to the depression in the manure spreader industry. The average number employed in 1911 season was 1,145, and in 1913 season to date 1,169.

2

3

4

June 25, 1913.

Q. Look at Defendants' Exhibit 208 and state what it shows.

A. It shows the number of employes at the Champion, Deering, McCormick, Milwaukee, and Plano Works during each month of the seasons 1902 and 1912.

Q. Was it prepared under your supervision and direction, and is it correct?

A. Yes, sir, it is.

Mr. Post: I offer in evidence Defendants' Exhibit 208.

Defendants' Exhibit 208 is as follows:

1

DEFENDANTS' EXHIBIT 208.

Number of Employes
At the Champion, Deering (including Twine Mill), McCormick (including Twine Mill), Milwaukee and Plano Works, During Each Month of the Seasons 1902 and 1912.

	Champion	Deering	McCormick	Milwaukee	Plano	Total
2 1902:						
Oct.	1,012	4,439	5,240	473	800	11,964
Nov.	1,317	4,842	5,604	573	923	13,259
Dec.	1,477	5,050	5,803	661	1,022	14,013
Jan.	1,531	5,331	6,064	789	1,125	14,840
Feb.	1,663	5,851	6,266	814	1,204	15,798
Mar.	1,772	5,961	6,175	761	1,168	15,837
Apr.	1,744	6,015	6,219	689	1,218	15,885
May	1,646	5,948	6,221	552	1,151	15,518
June	1,411	5,927	6,588	510	940	15,376
July	922	5,947	6,814	516	710	14,909
3 Aug.	621	5,604	7,048	458	748	14,479
Sept.	433	4,936	6,793	354	937	13,453
Average	1,296	5,488	6,236	596	995	14,611
1912:						
Oct.	1,520	5,915	7,748	4,633	821	20,637
Nov.	1,477	6,075	7,881	4,483	738	20,654
Dec.	1,450	6,044	8,024	4,378	754	20,650
Jan.	1,355	6,038	7,829	4,243	653	20,118
Feb.	1,306	5,764	7,635	4,226	750	19,681
4 Mar.	1,350	5,748	7,521	4,136	758	19,513
Apr.	1,362	5,786	7,468	3,834	749	19,199
May	1,325	5,941	7,377	3,759	741	19,143
June	1,404	6,348	7,603	3,466	825	19,646
July	1,468	6,447	7,683	3,126	856	19,580
Aug.	1,529	6,327	7,806	3,103	942	19,707
Sept.	973	6,271	7,664	3,224	949	19,081
Average	1,377	6,058	7,687	3,884	795	19,801

Q. Please state what the chart marked Defendants' Exhibit 209 represents.

A. This diagram shows the continuity of employment at 1
the Principal United States Works for the seasons 1902 and 1912, such Works being the Champion, Deering, McCormick, Milwaukee and Plano.

Q. Is this chart based upon the figures contained in Defendants' Exhibit 208 which has just been introduced in evidence?

A. Yes, sir, and correctly represents such fluctuation as is shown in the previous exhibit.

Q. What was the difference between the maximum and the minimum number of employes in 1902 season at these Works?

A. In 1902 the difference between the maximum and the 2
minimum was 24 per cent.

Q. And what was it in 1912?

A. While in 1912 the difference between the maximum and the minimum was only 7 per cent.

Mr. Post: I offer in evidence Defendants' Exhibit 209.

Defendants' Exhibit 209 is as follows:

3

4

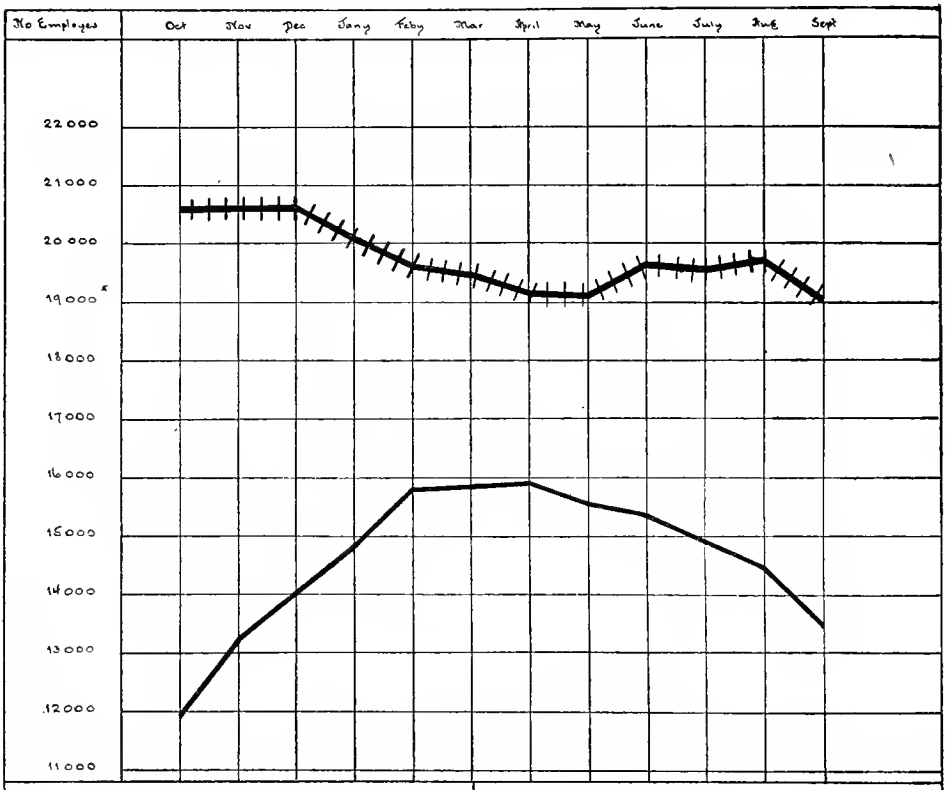
DEFENDANTS' EXHIBIT 209.

Chart Showing Continuity of Employment

at

Principal United States Works

Seasons 1902 and 1912



Works.

Champion
Deering Works and Twine Mill
McCormick Works and Twine Mill
Milwaukee
Plano

1902 Season

1912 Season

Note.

This diagram shows the fluctuation in number of employes at above Works by months during 1902 and 1912 Seasons.

The difference between the maximum and minimum in 1902 Season was 24%
in 1912 Season was 7%

Figures for other United States Works by months for 1902 Season are not available.

Q. Please look at Defendants' Exhibit 210, and state 1
whether it was prepared under your direction and supervision.

A. It was.

Q. What does it show?

A. It shows the amount of the annual maximum borrowings of the International Harvester Company for the years 1903 to 1912, inclusive, showing also the amount borrowed in Europe.

Q. Does the statement correctly show the borrowings for those years?

A. It does.

Mr. Grosvenor: The witness, George W. Perkins, came 2
back and corrected his statement about foreign borrowings, from $19,000,000 to $90,000,000. You have never borrowed $90,000,000 in Europe, have you?

The Witness: As I recollect, Mr. Perkins' testimony dealt with the figures including a portion of the year 1913.

Mr. Grosvenor: Then, what he intended to give was the gross borrowing, was it; that is, for the ten years, and not the borrowing for one single year?

The Witness: Yes, sir. He intended to give you the total
amount of money that had been borrowed in Europe for the 3
years 1903 to 1912, including a portion of the year 1913.

Mr. Grosvenor: You never borrowed $90,000,000 abroad in one year, did you?

The Witness: No, sir, nor in this country, either.

Mr. Post: I offer in evidence Defendants' Exhibit 210.

Mr. Grosvenor: Same objection to all these exhibits.

Defendants' Exhibit 210 is as follows:

4

1

DEFENDANTS' EXHIBIT 210.

Statement of Annual Maximum Borrowings
Showing Amount Borrowed in Europe
1903 to 1912

Year	Total Borrowed Money	Amount Borrowed In Europe	Percentage of European Borrowings to Total Borrowed Money
1903	$ 14,974,000.00	$ —	— %
2 1904	15,630,000.00	—	—
1905	21,470,000.00	3,772,000.00	17.6
1906	23,774,000.00	5,740,000.00	24.1
1907	34,915,000.00	7,558,000.00	21.6
1908	25,988,000.00	9,237,000.00	35.5
1909	29,922,000.00	10,252,000.00	34.3
1910	37,048,000.00	12,279,000.00	33.1
1911	54,930,000.00	17,950,000.00	32.7
1912	65,920,000.00	19,264,000.00	29.2
3 Total	$324,571,000.00	$86,052,000.00	

Q. Please state what the table Defendants' Exhibit 211 shows.

A. This table shows the percentage of earnings, by years, to the total investment; that is, the amount of capital and surplus and the average amount of borrowed money employed during each year, and also the percentage of such earnings to the net assets at the beginning of each year; that is to say, the amount of capital and surplus at the beginning of each year.

4 Q. The first column states the total investment capital, surplus and borrowed capital of the International Harvester Company and subsidiary companies?

A. Yes, sir.

Q. The second column states what?

A. The second column shows the capital and surplus of the International Harvester Company and subsidiary companies at the beginning of each year, not including the average amount of borrowed capital employed.

Q. When you speak of "borrowed capital" does that mean the average amount borrowed during the calendar year?

A. Yes, sir; the average amount borrowed during the entire year. 1

Q. The third column represents what?

A. That shows the gross earnings of the International Harvester Company for the years 1903 to 1912 before deducting the amount of interest paid on borrowed capital.

Q. What does the fourth column show?

A. The fourth column shows the net earnings of the International Harvester Company for those years.

Q. What does the fifth column show?

A. The fifth column shows the percentage of the gross earnings to the total investment. 2

Q. And what does the sixth column show?

A. The sixth column shows the percentage of the net earnings to the capital and surplus at the beginning of each year.

Q. Was this exhibit prepared under your supervision and direction?

A. It was.

Q. And is it correct?

A. It is.

Mr. Post: I offer in evidence Defendants' Exhibit 211.

Defendants' Exhibit 211 is as follows: 3

4

DEFENDANTS' EXHIBIT 211.

TABLE SHOWING PERCENTAGE OF EARNINGS BY YEARS

TO

(1) TOTAL INVESTMENT INCLUDING BORROWED CAPITAL AND

(2) NET ASSETS AT BEGINNING OF EACH YEAR

1903 TO 1912

Year	Total Investment Capital, Surplus and Borrowed Capital	Net Assets (Capital and Surplus) at Beginning of Each Year	Gross Earnings Before Deducting Interest Paid on Borrowed Capital	Net Earnings	Per Cent. of Gross Earnings To Total Investment	Per Cent. of Net Earnings To Net Assets (Capital and Surplus)
1903	$126,000,000.00	$120,000,000.00	$ 6,122,133.00	$ 5,641,180.61	4.86	4.70
1904	127,000,000.00	122,041,180.61	6,012,840.00	5,658,534.68	4.73	4.64
1905	135,000,000.00	122,899,715.29	8,019,843.00	7,479,187.36	5.94	6.08
1906	142,000,000.00	125,578,902.65	8,107,987.00	7,346,947.32	5.71	5.85
1907	152,000,000.00	128,125,849.97	9,220,496.00	8,080,457.51	6.07	6.31
1908	149,000,000.00	132,006,307.48	9,761,354.00	8,885,682.13	6.55	6.73
1909	150,000,000.00	136,691,989.61	15,450,796.00	14,892,740.21	10.30	10.89
1910	168,000,000.00	147,384,729.82	17,088,800.00	16,084,819.19	10.17	10.91
1911	190,000,000.00	156,069,549.01	17,068,493.00	15,521,397.89	8.98	9.95
1912	212,000,000.00	163,390,946.90	18,767,904.00	16,395,597.16	8.85	10.03
Average for 10 Years	155,100,000.00	135,418,917.13	11,562,064.60	10,598,654.40	7.45	7.83

NOTE: The figures on Total Investment Include the average amount of borrowed money employed during the year.

Q. Please examine Defendants' Exhibit 212 and state 1
what it shows.

A. This is a statement of the net earnings and dividends of the International Harvester Company for the years 1903 to 1912, inclusive, showing the amount of net earnings by years, the percentage of net earnings to capital stock and surplus by years, the dividends paid annually, and the annual rate of such dividends on the capital stock.

Q. What has been the percentage of earnings to capital stock and surplus of the International Harvester Company for the years 1903 to 1912, inclusive?

A. 7.83 per cent. 2

Q. What has been the average rate of dividends paid in those years upon the capital stock?

A. 5.9 per cent.

Q. This statement was prepared under your direction and supervision, and is correct?

A. Yes, sir.

Mr. Post: I offer in evidence Defendants' Exhibit 212.

Defendants' Exhibit 212 is as follows:

DEFENDANTS' EXHIBIT 212. 3

INTERNATIONAL HARVESTER COMPANY.
STATEMENT OF NET EARNINGS AND DIVIDENDS.
1903 TO 1912.

Year	Net Earnings	Percentage of Net Earnings to Capital Stock and Surplus	Dividends	Rate of Dividends on Capital Stock
1903	$ 5,641,181	4.70%	$ 3,600,000	3.00%
1904	5,658,535	4.64	4,800,000	4.00
1905	7,479,187	6.08	4,800,000	4.00
1906	7,346,947	5.85	4,800,000	4.00
1907	8,080,458	6.31	4,200,000	3.50
1908	8,885,682	6.73	4,200,000	3.50
1909	14,892,740	10.89	4,200,000	3.50
			20,000,000*	16.66
1910	16,084,819	10.91	7,400,000	5.29
1911	15,521,397	9.95	8,200,000	5.86
1912	16,395,597	10.03	8,200,000	5.86
Average	10,598,654	7.83	7,440,000	5.90

4

*Stock dividend of 33-1/3% on $60,000,000 common stock declared January 29, 1910.

1 Q. In the year 1907 was there an increase in prices made for the season of 1908, in certain lines?

A. Yes, sir.

Q. How much of the profit earned in the year 1908 was derived from this increase in prices?

A. The amount of profit in 1908 derived from the increase in prices on the old lines is approximately a million and a quarter, as compared with the year 1907.

Q. How much was the cost of raw materials entering into the manufacture of old lines in 1908 in excess of what that cost would have been upon the basis of the 1902 prices for raw materials?

2 A. The amount of increase in materials of the old lines sold in the year 1908 is approximately $1,200,000 greater than the year 1902 average.

Q. You mean the increased cost of material in the year 1908?

A. Yes, sir; it was $1,200,000 greater.

Q. More than it would have cost if the price of materials at that time had been what the price was in 1902?

A. Exactly.

Q. When you speak of "old lines" in this connection you

3 mean old lines in the United States?

A. I refer to grain machines, mowers, rakes, corn binders, and their repairs and attachments sold in the United States.

Q. What was the total amount of earnings derived from the increase in prices made for the season of 1908 and ending with the season of 1911—derived from that increase of prices?

A. The total amount of profit so derived from the sale of old lines in the United States for the years 1908 to 1911, inclusive, was approximately $5,250,000.

4 Q. You stated there was an increase made in 1907 for the season of 1908?

A. Effective during the season of 1908.

Q. How long did that increase continue?

A. It continued up until the close of the 1911 season.

Q. What was the increased cost of materials entering into the manufacture of the old lines sold in the United States between the years 1903 and 1912, inclusive, over and above what it would have been upon the basis of the prices prevailing in 1902?

A. A little over $9,000,000. (After a pause.) May I complete that answer? A little over $9,000,000 on the old line goods sold in the United States.

Q. Please look at Defendants' Exhibit 213 and state what 1
it shows.

A. This statement shows the sales of binders, engines, and wagons at certain agencies in the United States in the year 1912.

Q. This statement was prepared under your direction and supervision, and is correct?

A. It is, yes, sir.

Mr. Post: I offer in evidence Defendants' Exhibit 213.

Defendants' Exhibit 213 is as follows:

2

DEFENDANTS' EXHIBIT 213.

United States Sales 1912
of
Grain Binders, Engines and Wagons at Agencies Listed.

	Grain Binders	Engines	Wagons
Helena, Mont.	2407	132	1297
Fargo, No. Dak.	2799	218	429
Grand Forks, No. Dak.	2727	224	881
Minot, No. Dak.	3281	100	961
Fort Dodge, Ia.	2270	497	837
Minneapolis, Minn.	2289	254	1374
Des Moines, Ia.	2425	573	647
Council Bluffs, Ia.	2513	437	636
Kansas City, Mo.	2285	234	765
Omaha, Neb.	2603	411	1405
Wichita, Kans.	1762	254	842
St. Louis, Mo.	1939	180	810
Albany, N. Y.	159	467	844
Boston, Mass.	116	516	352
Birmingham, Ala.	150	272	3134
Columbia, So. C.	289	291	1633
Memphis, Tenn.	440	262	1653
Jacksonville, Fla.	96	309	2136
San Francisco, Cal.	301	1159	1345

3

4

Q. Please look at Defendants' Exhibit 214 and state what the exhibit is.

A. This statement shows the numbers of binders and mowers sold in the United States from the years 1898 to 1902 by the Champion, Deering, McCormick, Milwaukee, Osborne, and Plano companies, and similarly the sales of binders and mow-

1 ers in the United States sold by the International Harvester Company or its affiliated companies for the years 1903 to 1912, inclusive.

Q. This statement was prepared under your supervision and direction, and is correct?

A. Yes, sir.

Mr. Post: I offer in evidence Defendants' Exhibit 214.

Defendants' Exhibit 214 is as follows:

DEFENDANTS' EXHIBIT 214.

2

Statement of Numbers of Binders and Mowers
Sold in the United States.
1898 to 1902.
1903 to 1912.

Year	Binders	Mowers
1898	161,822	186,826
1899	161,681	221,395
1900	127,328	199,333
1901	146,377	239,193
3 1902	164,616	243,663
1903	104,273	208,318
1904	86,382	187,985
1905	89,699	166,577
1906	92,574	161,917
1907	89,627	181,721
1908	64,368	155,584
1909	86,006	162,549
1910	92,937	165,386
1911	97,335	141,330
4 1912	111,447	164,287

Mr. Post: The defendants offer in evidence a portion of the Report of the Chief of the Bureau of Statistics of the United States Department of Agriculture, for the year 1911, taken from the Annual Reports of the Department of Agriculture, containing a table giving the number of acres of corn, wheat, etc., which was required to buy the articles specified, in 1910, 1909, and 1899.

Mr. Grosvenor: I object to this as immaterial and also as being mere hearsay; the proper way to prove these facts, if it is desired to prove them, being to call the person who is familiar with the statements made and the tables sought to

be introduced, in order that he may be subject to examination 1
as to just how the tables were made and upon what facts the statements are founded.

A typewritten copy of the portion of the Report offered in evidence was marked Defendants' Exhibit 215, and reads as follows:

DEFENDANTS' EXHIBIT 215.

QUOTATIONS FROM

REPORT OF THE CHIEF OF THE BUREAU OF STATISTICS. 2

U. S. Department of Agriculture,
Bureau of Statistics,
Washington, D. C., September 12, 1911.

SIR: I have the honor to submit herewith the report of the Bureau of Statistics for the fiscal year ended June 30, 1911.

Very respectfully,
VICTOR H. OLMSTED,
Chief of Bureau.

HON. JAMES WILSON.
Secretary of Agriculture.

Farm Values and Purchasing Power of Farm Products.

Page 14.—In my report of 1910 I showed that the value of 1 acre of the 3
farmer's crops in 1909 was 72.7 per cent more than in 1899; that the cost of articles purchased by farmers had increased about 12.1 per cent; and, consequently, the purchasing power of the produce of 1 acre in 1909 was about 54 per cent greater than the purchasing power of the produce of 1 acre in 1899.

Page 15.—An extensive inquiry has been made by the Bureau of Statistics among retail dealers doing business with farmers relating to prices paid by farmers for articles usually purchased by them. From this inquiry it appears that most articles purchased by farmers cost more in 1910 than in 1909, the average increase being about 1.5 per cent. Therefore the purchasing power of produce of 1 acre in 1910 was about 7.3 per cent less than in 1909, but still about 44.1 per cent more than in 1899. The purchasing power of an acre of corn in 1910 was about 13.3 per cent less than in 1909 and 39.2 per cent more than in 1899; the purchasing power of an acre of wheat in 1910 was about 20.2 per cent less than in 1909 and 53.2 more than in 1899; and the purchasing power of an acre of cotton in 1910 about 9.5 per cent more than in 1909 and 44.1 per cent more than in 1899.

Page 16.—The number of acres of corn, wheat, etc., which was required to 4
buy articles specified, in 1910, 1909, and 1899, was as follows:

(Cost in acres of produce.)

	Corn			Wheat			Cotton			Average of all crops.		
	1910	1909	1899	1910	1909	1899	1910	1909	1899	1910	1909	1899
Stove	1.7	1.4	2.3	1.8	1.4	2.7	0.9	1.0	1.5	1.4	1.3	2.1
Shotgun	.8	.7	1.4	.9	.7	1.7	.4	.5	.9	.7	.7	1.3
Buggy	5.9	5.1	8.3	6.2	4.9	9.6	3.1	3.5	5.3	5.1	4.7	7.4
Cream separator	4.3	3.9	7.6	4.6	3.8	8.9	2.3	2.7	4.9	3.7	3.6	6.8
Grindstone	.3	.2	.4	.3	.2	.5	.2	.2	.3	.3	.2	.4
Harness (single)	1.4	1.2	1.8	1.5	1.2	2.1	.7	.8	1.1	1.2	1.1	1.6
Harrow	.8	.7	1.1	.8	.7	1.3	.4	.5	.7	.7	.6	1.0
Manure spreader	7.7	6.8	11.8	8.2	6.6	13.8	4.1	4.7	7.5	6.7	6.3	10.6
Mower	3.6	3.1	5.4	3.8	3.0	6.3	1.9	2.1	3.5	3.1	2.9	4.8
Plow	.9	.8	1.3	.9	.7	1.5	.5	.5	.8	.7	.7	1.1
Saddle	1.3	1.1	1.7	1.3	1.1	2.0	.7	.8	1.1	1.1	1.0	1.5
Tedder	2.3	1.9	3.2	2.4	1.9	3.8	1.2	1.3	2.1	2.0	1.8	2.9
Wagon (single)	3.6	3.1	5.2	3.9	3.0	6.1	1.9	2.2	3.3	3.2	2.9	4.7
Wagon (Double)	5.4	4.5	7.1	5.8	4.4	8.3	2.9	3.1	4.6	4.7	4.2	6.4

Mr. Post: Defendants offer in evidence a table showing the value of farm property from 1850 to 1910, from Statistical Abstract of the United States for 1912, page 142, prepared by the Bureau of Foreign and Domestic Commerce under the Direction of the Secretary of Commerce and Labor of the United States.

The table was marked Defendants' Exhibit 216, and is as follows:

DEFENDANTS' EXHIBIT 216.

Table Showing Value of Farm Property, 1850-1910.
from
Statistical Abstract of the United States,
1912 (Page 142).

Prepared by the Bureau of Foreign and Domestic Commerce
Under the Direction of the Secretary of
Commerce and Labor.

No. 90.—VALUE OF FARM PROPERTY: CENSUS YEARS 1850 TO 1910.

[Source: Reports of the Bureau of the Census, Department of Commerce and Labor.]

Census year.	All farm property.	Land.	Buildings.	Implements and machinery.	Live stock.	Per cent of value of all farm property in— Land.	Buildings.	Implements and machinery.	Live stock.
	Dollars.	*Dollars.*	*Dollars.*	*Dollars.*	*Dollars.*				
1850	3,967,343,580	[1] 3,271,575,426	(1)	151,587,638	[2] 544,180,516	[1] 82.5	(1)	3.8	13.7
1860	7,980,493,053	[1] 6,645,045,007	(1)	246,118,141	[2] 1,089,329,915	[1] 83.3	(1)	3.1	13.6
1870 [3]	8,944,857,749	[1] 7,444,054,462	(1)	270,913,678	[2] 1,229,889,609	[1] 83.2	(1)	3.1	13.7
1880	[4] 12,180,501,538	[1] 10,197,096,776	(1)	406,520,055	[4] 1,576,884,707	[1] 83.7	(1)	3.3	13.0
1890	[4] 16,082,267,689	[1] 13,279,252,649	(1)	494,247,467	[4] 2,308,767,573	[1] 82.6	(1)	3.1	14.3
1900 [5]	20,439,901,164	13,058,007,995	3,556,639,496	749,775,979	[6] 3,075,477,703	63.9	17.4	3.7	15.0
1910 [7]	40,991,449,090	28,475,674,169	6,325,451,528	1,265,149,783	[6] 4,925,173,610	69.5	15.4	3.1	12.0

[1] Land and buildings not separately stated for 1890.
[2] Including only the reported value of live stock on farms.
[3] Gold values.
[4] Including estimated value of live stock on ranges.
[5] Exclusive of Alaska and Hawaii.
[6] Including value of live stock on ranges as well as on farms.
[7] Exclusive of Alaska, Hawaii, and Porto Rico.

Mr. Post: Defendants offer in evidence table showing Wealth Production on Farms, 1899 to 1912, from Statistical Abstract of the United States, 1912, page 184, prepared by the Bureau of Foreign and Domestic Commerce under the Direction of the Secretary of Commerce and Labor.

The same was marked Defendants' Exhibit 217, and is as follows:

1

DEFENDANTS' EXHIBIT 217.

Table Showing Wealth Production on Farms, 1899-1912.
from
Statistical Abstract of the U. S.,
1912 (Page 184).

Prepared by the Bureau of Foreign and Domestic Commerce
Under the Direction of the Secretary of
Commerce and Labor.

2

No. 112.—WEALTH PRODUCTION ON FARMS: 1899 AND 1900 TO 1912.

[Source: Reports of the Department of Agriculture.]

Calendar year.	Wealth production.	Calendar year.	Wealth production.
	Dollars.		*Dollars.*
1899	4,717,000,000	1906	6,764,000,000
1900	5,017,000,000	1907	7,488,000,000
1901	5,317,000,000	1908	7,891,000,000
1902	5,617,000,000	1909	8,498,000,000
1903	5,887,000,000	1910	9,037,000,000
1904	6,122,000,000	1911	8,819,000,000
1905	6,274,000,000	1912	9,299,000,000

3

Mr. Post: The defendants offer in evidence table showing Acreage Production and Value of Principal Farm Crops 1899 and 1909, from Abstract of Thirteenth Census of United States, page 360.

Said table was marked Defendants' Exhibit 218.

Mr. Post: The defendants' offer in evidence the note appearing on page 265 of the Abstract of 13th Census of the United States, 1910, giving the definition of the word "farm" as used for census purposes. 4

A typewritten copy of the same was marked Defendants' Exhibit 219, and is as follows:

1

DEFENDANTS' EXHIBIT 219.

Definition of a Farm for Census Purposes.

(Abstract of 13th Census of U. S., Page 265.)

Farm.—A "farm" for census purposes is all the land which is directly farmed by one person managing and conducting agricultural operations, either by his own labor alone or with the assistance of members of his household or hired employees. The term "agricultural operations" is used as a
2 general term referring to the work of growing crops, producing other agricultural products, and raising animals, fowls, and bees. A "farm" as thus defined may consist of a single tract of land or of a number of separate and distinct tracts, and these several tracts may be held under different tenures, as where one tract is owned by the farmer and another tract is hired by him. Further, when a landowner has one or more tenants, renters, croppers, or managers, the land operated by each is considered a "farm."

In applying the foregoing definition of a "farm" for cen-
3 sus purposes, enumerators were instructed to report as a "farm" any tract of 3 or more acres used for agricultural purposes, no matter what the value of the products raised upon the land or the amount of labor involved in operating the same in 1909. In addition, they were instructed to report in the same manner all tracts containing less than 3 acres which either produced at least $250 worth of farm products in the year 1909, or on which the continuous services of at least one person were expended.

Mr. Post: The defendants offer in evidence table show-
4 ing Average Yearly Actual and Relative Prices of Corn, Wheat, Oats and Hay, from Bulletin of United States Bureau of Labor, No. 114, April, 1913, pages 93 to 96.

A typewritten copy of the same was marked Defendants' Exhibit 220, and is as follows:

1

DEFENDANTS' EXHIBIT 220.

TABLE SHOWING AVERAGE YEARLY ACTUAL AND RELATIVE PRICES OF CORN, WHEAT, OATS AND HAY FROM BULLETIN OF UNITED STATES BUREAU OF LABOR

(No. 114) April, 1913, Pages 93-96.

	Corn (Cash)		Wheat (Cash)		Oats (Cash)		Hay (Cash)	
	Average Price Per Bushel	Relative Price	Average Price Per Bushel	Relative Price	Average Price Per Bushel	Relative Price	Average Price Per Ton	Relative Price
(Average) (1899-1900)	$0.3804	100.0	$0.7510	100.0	$0.2688	100.0	$10.4304	100.0
1900	.3811	100.2	.7040	93.7	.2271	84.5	11.5673	110.9
1901	.4969	130.6	.7187	95.7	.3179	118.3	12.8255	123.0
1902	.5968	156.9	.7414	98.7	.3960	147.3	12.6154	120.9
1903	.4606	121.1	.7895	105.1	.3541	131.7	12.4279	119.2
1904	.5046	132.6	1.0390	138.3	.3649	135.8	11.7308	112.5
1905	.5010	131.7	1.0104	134.5	.2990	111.2	11.2596	107.9
1906	.4632	121.8	.7931	105.6	.3282	122.1	12.9615	124.3
1907	.5280	138.8	.9073	120.8	.4501	167.4	16.9387	162.4
1908	.6843	179.9	.9899	131.8	.5095	189.5	12.3365	118.3
1909	.6677	175.5	1.1997	159.7	.4810	178.9	13.4567	129.0
1910	.5810	152.7	1.0973	146.1	.3856	143.5	17.2692	165.6
1911	.5900	155.1	.9844	131.1	.3850	143.2	19.6635	188.5
1912	.6855	180.2	1.0490	139.7	.4380	162.9	20.4104	195.7

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Mr. Post: The defendants offer in evidence table showing Acreage Production and Value of All Cereals by Divisions and States, 1909 and 1899, from Abstract of Thirteenth Census of United States, page 377.

The same was marked Defendants' Exhibit 221.

Mr. Post: The defendants offer in evidence table showing Per Cent. of Increase in Value of Principal Farm Crops in 1909 over 1899, from Abstract of Thirteenth Census of United States, page 363. 4

The same was marked Defendants' Exhibit 222.

Mr. Grosvenor: I object to this last exhibit so far as it gives figures respecting sweet potatoes and yams, potatoes, hops, hemp, broom corn, sorghum, sugar beets, cotton seed, cotton, tobacco, peanuts, dry peas, beans, dry edible beans, small fruit, orchard fruit, and nuts, as all being immaterial and cumbering the record.

Mr. Post: The defendants offer in evidence table showing Relative Wholesale Prices of Raw and Manufactured Commodities and Farm Products, 1899 to 1912, from Bulletin No.

1 114 issued April 4, 1913, by United States Bureau of Labor, pages 12 to 14.

The same was marked Defendants' Exhibit 223, and is as follows:

DEFENDANTS' EXHIBIT 223.

Table Showing Relative Wholesale Prices of Raw and Manufactured Commodities and Farm Products,
1899 to 1912,
from
2 Bulletin No. 114, Issued April 4, 1913, by
United States Bureau of Labor,
Pages 12 and 14.
(Average for 1890-1900=100.)

Year	Farm Products	Raw Commodities	Manufactured Commodities	All Commodities
1899	100.0	105.9	100.7	101.7
1900	109.5	111.9	110.2	110.5
3 1901	116.9	111.4	107.8	108.5
1902	130.5	122.4	110.6	112.9
1903	118.8	122.7	111.5	113.6
1904	126.2	119.7	111.3	113.0
1905	124.2	121.2	114.6	115.9
1906	123.6	126.5	121.6	122.5
1907	137.1	133.4	128.6	129.5
1908	133.1	125.5	122.2	122.8
1909	153.1	136.8	123.9	126.5
4 1910	164.6	139.7	129.6	131.6
1911	162.0	139.9	126.6	129.2
1912	171.3	149.5	129.7	133.6

Mr. Post: That is all.

Mr. Grosvenor: I will not cross-examine Mr. Réay this afternoon. I will cross-examine him and Mr. Ranney tomorrow.

(The hearing was here adjourned until the morning of Friday, June 27, 1913, at 10:00 o'clock.)

1

653 Federal Building, Chicago, Illinois,
Friday, June 27, 1913, 10:00 A. M.

The hearing was resumed before the Special Examiner, Robert S. Taylor, at the above time and place.

Present:

On behalf of the petitioner: Edwin P. Grosvenor, Esq., Special Assistant to the Attorney General, and Joseph R. Darling, Esq. 2

On behalf of the defendants: Hon. William D. McHugh, Edgar A. Bancroft, Esq., Hon. Philip S. Post, and Victor A. Remy, Esq.

Thereupon the following proceedings were had, to-wit:

GEORGE A. RANNEY, recalled, testified as follows:

3

Cross-Examination by Mr. Grosvenor.

Q. Mr. Ranney, you have produced, in pursuance of my request to Mr. Legge, a certain memorandum dated June 26, 1902, and signed G. A. Ranney. Please state whether or not that is a memorandum prepared by you on the date indicated, relating to the Milwaukee transaction.

A. It is.

Q. And is that a memorandum which you prepared and retained for your own security in view of the fact that the president of the company, Cyrus H. McCormick, had directed 4 you, as you have already testified, to make no entry on the books of the company in regard to that transaction?

A. Yes; it was retained simply as a memorandum for the reason that the original transaction did not appear on the books.

Q. Was it retained as a personal memorandum of yours, for your own security?

A. A personal memorandum of mine, for my own personal recollection, to put in with my other papers.

Q. And it was taken from your own personal papers?

A. Yes.

1 Q. And has been produced by you here from your own personal papers?

A. It has been in my personal possession since that date.

Mr. Grosvenor: I ask that the memorandum be copied into the record, after which it may be returned to Mr. Ranney.

The memorandum is as follows:

C. O.—S

McCORMICK HARVESTING MACHINE COMPANY

Chicago, U. S. A.

2 Established 1831 Cyrus H. McCormick, President,
Harold F. McCormick, Vice-president.

Self-Binders
Reapers
Mowers

Cable Address
Macormick
Chicago.

Chicago, 190

Note on Demand left at Bank June 24/02
Amount $100,000.
Cy rec'd from bank on same date for $100,000.

3 Note paid on June 26/02 by our dem'd Dft., signed by Cyrus H. McC., Prest., on J. P. Morgan & Co. N. Y. for $100,000.00.
No entry on books of Company for the above transaction.

G. A. Ranney,
June 26/02.

Q. Do the first letters on the third line represent cash?

A. "Cy"—currency.

Q. And on the fourth line, "by our demand draft"?

A. Yes.

Mr. Grosvenor: That is all. There will be no further
4 cross-examination of Mr. Ranney.

W. M. REAY, recalled, on behalf of the defendants, testified as follows:

Direct Examination by Mr. McHugh.

Q. Mr. Reay, when were the stocks of the International Harvester Company first listed on the New York Stock Exchange?

A. I think the date was June 3, 1908.

Q. The International was the first of all agricultural implement companies to list stocks on the Stock Exchange? 1

A. I never heard of any agricultural concern having previously listed its public stock.

Q. And your annual reports were printed and distributed publicly at the beginning of 1907?

A. Yes, sir, for the fiscal year ending December 31, 1907, and have since been printed in voluminous detail, giving all the information necessary, and distributed to the public and to the stockholders.

Mr. McHugh: That is all.

Mr. Grosvenor: There will be no cross-examination, but I will ask Mr. Reay to remain in the room as I may want to ask him one or two questions on rebuttal. 2

Mr. Post: The petitioner offered in evidence a portion of a circular letter stamped "International Harvester Company, Sep. 25, 1902," which circular letter was marked Petitioner's Exhibit 75. The defendants now offer in evidence the entire letter.

Petitioner's Exhibit 75, now offered by defendants in full, is as follows: 3

PETITIONER'S EXHIBIT 75.

CHAMPION DIVISION.
INTERNATIONAL HARVESTER COMPANY OF AMERICA.

Adams and Jefferson Streets.

CHAMPION
Deering,
McCormick,
Milwaukee,
Plano.

Chicago, U. S. A. 4

Dear Sir:—

We enclose herewith new commission agency contract blanks in the name of the International Harvester Company of America. Owing to the delay in getting out these blanks, the work of settling and recontracting has gotten considerably behind. We wish you would urge along in your territory both the work of settling and recontracting to make up for lost time and to get your work well in hand for next season.

1

FORM OF CONTRACT.

The new blank which will be used by all the Divisions is the result of the careful deliberation of all the sales managers and represents a basis on which it is believed all the Divisions of the new company can work in harmony without prejudice to any. The main differences between the new blank and the old CHAMPION contract are these:

First:—The commissions are to be paid the agent in cash;

Second:—The agent is not required to buy any cash re-
2 pairs. All such parts as sections, guards, etc., heretofore sold outright, will in the future be furnished on commission at practically as low a price as heretofore on the sale basis.

Third:—The agent is not required to keep the goods insured.

We think all of these things will be considered desirable by CHAMPION agents, and we are very much pleased that the new company by reason of its superior facilities is able to make to these agents such concessions as these that could not be afforded under the old organization. These concessions
3 in the contract ought to enable you to recontract with all old desirable CHAMPION agents, and also improve the organization where it is now weak.

PRICES AND TERMS.

We will append to this letter a sheet giving you the prices and terms which you are to use in your general agency in contracting for CHAMPION goods. In many cases these prices are lower than the prices that prevailed in CHAMPION contracts last season. You are not under any circumstances
4 to make any lower prices than named in the schedule; nor can there be any allowances or concessions of any kind, or donations of any nature made. Very strict rules have been laid down by the Executive Committee as to prices and terms in contracts, and any variation from the schedule furnished you will result in non-acceptance of the contract.

RETAIL PRICES.

We presume some of the agents will be disappointed because the new company does not undertake to control retail prices. The arguments on both sides of that proposition

have been gone over very carefully, and it was decided that 1
it would not be wise for the new company to establish a uniform retail price and attempt to compel agents to live up to it arbitrarily. Heretofore agents have complained of the lack of uniformity of the prices made by the manufacturers to their agents, and have asserted that they could control their local competition if all agents were on the same basis as to price. It should be your aim and that of your blockmen to encourage your agents to maintain a legitimate retail price —such a price as will give the agent a fair margin of profit, and local agents for all the divisions will be encouraged in this direction. If, when the selling season opens, any local 2
agent shows a disposition to sell his machines without profit and by so doing makes the business unsatisfactory and undesirable for agents of any of the other divisions, it will be in order for that local agent's general agent to apply such remedy as may be necessary for the situation, even to the extent of taking advantage of the provision in the contract for its cancellation.

COMPETITION BETWEEN DIVISIONS.

3
It is of course most desirable that you should push the business vigorously in your general agency with a view of making the business done there by the Champion Division as profitable as possible. The different divisions now, however, are all members of one family, and nothing must be done to their injury. You are not to solicit a contract from a man who is now handling machines made by any of the other Divisions of the new company and not ours; nor are you to solicit any of their employees to enter the service of this division. If you have any unsolicited applications, you are to take the matter up with the general agent interested for his attention 4
and carry on no negotiations with the parties without his permission. If you know of any good agents in your division, who for any reason will not handle the CHAMPION the coming season and would handle a machine made by some other division of this company, give such information promptly to some of the other general agents for their attention.

CANVASSERS.

It has not been decided at this time to what extent canvassers will be employed the coming season, but outside of

1 the men necessary in the Corn Harvester and Corn Shredder work, there will not be any canvassers employed before the spring season opens—probably March or April. It would be wise for you to interest yourself, as far as possible, in behalf of the good canvassers that you had last season, so that if those men are desired in the spring you could then get together an effective canvassing organization. Doubtless some of your good local agents would like to employ some of these men during the winter months, or you may find opportunity to place them in temporary employment in some other line through the winter, so that you might have them in the spring
2 when wanted. We think there will be no objection to your making personal service agreement with the best men you had this season—say not to exceed half of your working force of this year; the agreements to provide for beginning when wanted. We will send you some blanks for this purpose hereafter.

EXCLUSIVE CONTRACTS.

You will observe that these contracts call for the exclusive
3 handling of CHAMPION machines, and it will be just as desirable in the future as in the past to have exclusive contracts, and we wish you to observe this in your contracting. Where our agent had a non-exclusive contract last year for a machine made by any of the divisions of this company, it will not be objectionable to make your contract permitting him to handle that machine next year if so desired.

CORN BINDERS.

We shall have a full supply of Corn Binders for next season
4 and we wish you to bear this in mind in contracting and have the agent handle the CHAMPION Corn Binder only in connection with other CHAMPION goods.

RAKES, SICKLE GRINDERS, ETC.

You will find a contract form covering Rakes, Sickle Grinders, Attachments, etc., and we expect you to get a contract and order for these goods from each agent. The CHAMPION Rake made a phenomenal record this season and the trade should be very greatly increased for next year. The sale of Rakes and other goods embraced in this contract will greatly

help the showing in your territory, and we expect you to take 1
special pains to see that your blockmen push this feature of the work and sell as many of these Rakes as the trade will take.

OIL.

We have already advised you that we would handle oil this coming season, and we wish you to push the sale of that along with the other goods.

TWINE. 2

We expect to handle twine this coming season, but definite arrangements have not yet been closed up. We will give you further information and instructions on this subject a little later.

ACCEPTANCE OF CONTRACTS.

All contracts of all divisions will provide for acceptance at the home office. Leave no copy with the agents. If con- 3
tract is accepted copy will be sent agent from Chicago. This is in accordance with our practice last year.

GENERAL INSTRUCTIONS.

The other blanks that you have used in contracting, such as Slip for Printing Required, Report on Agent, Farmers' Names, etc., you will use and send in with the new contract as heretofore. We wish you and your blockmen to familiarize yourselves thoroughly with these contract blanks, so that you will be able to explain them to the agents and do your work 4
properly. As above stated, the different sales divisions are operating under very strict rules laid down by the Executive Committee, and we do not wish you to send to us contracts that provide for a salary or guaranteed commission to the agent or contracts that are irregular in form, prices, terms, or that call for bonuses, concessions or allowances not specifically authorized. As stated above, it is very desirable that you make the very best possible showing in your territory in order that at the end of the season the Champion Division may make a satisfactory showing in comparison with the other divisions. It is of the utmost importance that you have

1 a thoroughly good organization of local agents and block-
men. With the objectionable things eliminated from the busi-
ness, the agencies ought to be more sought after than here-
tofore, and where you need to improve you ought to be able
to get the good local agents now handling machines not made
by any of the divisions of this company, or should be able
to get new concerns to go into the business. In recent years
many good concerns have dropped out of the Binder busi-
ness because of the abuses that had crept into it, and you
have an opportunity now to get these men back into the busi-
ness and enlist them in the sale of CHAMPIONS. The busi-
2 ness will be more satisfactory for the traveling men, and we
think you ought to be able to improve and strengthen your
force of blockmen wherever that is necessary.

If there is anything about these instructions or blanks that you do not fully understand, write to us for information.

With best wishes for your success, we are,

Yours very truly,

On the first page of the above letter the following rubber stamp ap-
3 pears:

INTERNATIONAL HARVESTER COMPANY
(Executive Offices)
7 Monroe Street, Chicago
SEP 25 1902

Mr. Post: The petitioner has heretofore offered in evidence a portion of Petitioner's Exhibit 111, a circular letter of the Plano Division, International Harvester Company of
4 America, dated February 7, 1903. The defendants now offer in evidence the entire letter.

Petitioner's Exhibit 111, now offered in full by the defendants, is as follows:

1

PETITIONER'S EXHIBIT 111.

PLANO DIVISION
INTERNATIONAL HARVESTER CO. #152
Chicago, Ill. 2/7/1903.

To General Agents.

Dear Sir:—

This season we want you to make every practicable effort to cut down expense for experting. We know by persistent and judicious effort you can forestall a large per cent of this expense. 2

Educate your local agents to handle the bulk of this work themselves. Wean them from the idea that an expert from the factory is needed to set up and start every machine they sell, or to repair and adjust it whenever complaint is made.

Let us profit by the fact that Plano machines are unusually simple and comparatively easy to understand, set up and repair. The printed instructions covering these matters are full and plain, both in the book of Setting Up Directions which accompanies each machine, and in special booklet Form 5 D entitled Confidential Instructions to Experts. A large per- 3 cent of complaints arise because these setting up instructions have not been carefully observed; for instance, in setting up a machine great care should invariably be used to see that every part in turn works freely as soon as it is clamped in place, and before the entire machine is assembled; rollers must turn freely, bearings be free of paint and be properly lubricated; otherwise, if the machine binds or runs hard after being set up, it is practically impossible to locate the trouble without taking the entire machine apart again.

In nine cases out of ten it only requires a little effort on the dealer's part to do, or hire done, the work he thought- 4 lessly demands from us at much greater cost. Even where the dealer or his regular employes have no mechanical ability themselves, it is usually easy to find someone in their vicinity who can and will do the work at small expense, particularly that of setting up machines.

Make your agents self-reliant in this matter. Without arousing animosity, quietly, tactfully, yet persistently impress this idea on every one of them.

If you do not already know, then familiarize yourself with the most frequent causes of complaints or trouble with machines in the field, and the proper remedy. On Mower Cutter Bars the guards often get out of line in shipping, or are some-

1 times bent in running against a stone or stump. If a single one of the guards is bent up it destroys the good cutting of the whole knife. The Knives sometimes get bent in shipping, or when replacing a broken section they are often left with short kinks in them caused by riveting on the section. These conditions cause complaints of heavy draft, neck weight, side draft, etc. Some think the frames are warped and crooked and the factory is to blame, or the tongue is not in the right position, or that they want a wide wheel on one side and a narrow wheel on the other to take off the side draft. They always try to fix the blame on some mysterious fault of
2 construction instead of using common sense and putting the machine in proper adjustment. This company has spent thousands of dollars for sending experts to Mowers, Binders and Rakes only to find some little thing the matter which any man with intelligence could overcome if he wanted to, but instead he finds it easier to call for an expert and enter a complaint against the company that the machines are no good. The guards must be properly lined up; the Knife centered and in line with Pitman; the clips properly set; all bolts about the machine be kept tight, especially those on the gear bracket; gears be properly meshed, keep all bearings well
3 oiled especially the Bevel Gear, Pitman and Crank Shaft, etc., etc. On the Binder a green hand will often fool with the Knotter, getting it out of adjustment instead of clearing it of paint and oiling it up. Every Plano Knotter is always correctly adjusted before it leaves the factory, and, if let alone, seldom requires adjustment thereafter. Study all these points.

Instead of promptly sending an expert whenever demanded, if possible call up the complaining dealer by 'phone, ascertain the nature of the difficulty, suggest the remedy, explain
4 your shortage of assistants, and induce the dealer to adjust the matter himself. Don't be too ready to send an expensive man to adjust ordinary difficulties. Napoleon's method of procrastination will often save much needless expense applied to this particular field.

Acting on the ideas above suggested, one of our general agents last season cut down his field expenses nearly one-half even though this season was an unusually trying one. Keep this matter constantly in mind from now on to the close of the season.

Yours truly,
INTERNATIONAL HARVESTER COMPANY OF AMERICA.
(Plano Division)
By O. W. Jones, General Manager.

Mr. Post: The petitioner has heretofore offered in evidence a portion of Petitioner's Exhibit 121, Special Circular Letter No. 2 of the Deering Division, International Harvester Company of America, dated September 6, 1902. The defendants now offer in evidence the entire letter. 1

Petitioner's Exhibit 121, now offered in full by the defendants, is as follows:

PETITIONER'S EXHIBIT 121.

C. D. DEERING DIVISION 2
INTERNATIONAL HARVESTER COMPANY

DEERING.
Champion.
McCormick.
Milwaukee.
Plano.

Fullerton and Clybourn Avenues
Chicago, U. S. A.

Special Circular Letter No. 2

PRIVATE

Chicago, September 6, 1902.

Deering Division, 3
International Harvester Company.
Dear Sir:

Under separate cover we are mailing you a temporary supply of Commission Agency Machine contracts, Sale Order for Hay Rakes, Sale Order for Twine and Twine Commission contracts. You are now about to begin making settlements in earnest and we desire contracts for 1903 renewed at the same time with all desirable agents, and for that purpose you may use the following schedule of prices:

4

NET PRICES TO AGENTS.

	Net Cash Prices	Net Time Prices
Deering Ideal Binder 5′ with Carrier	$ 95.00	$100.00
" " " 6′ " "	95.00	100.00
" " " 7′ " "	98.00	103.00
" " " 8′ " " and Tongue Truck	110.00	115.00

The above prices include transport when necessary.

1	Deering Push Header, 10′	125.00	140.00
	" " " 12′	130.00	145.00
	" " " and B. 10′	165.00	180.00
	" " " " " 12′	170.00	185.00
	Bundle Carrier $5.00 extra.		
	Deering Ideal Corn Binder with B. C.	95.00	100.00
	" Corn Shocker	100.00	105.00
	Bundle Carrier for Ideal Binder	5.00	
	Flax and Clover Carrier for Ideal Bdr.	5.00	
	Transport for Ideal Binder	5.00	
	Flax Carrier for Header	5.00	
2	Flax Windrower for Header	15.00	
	Deering Ideal One Horse Mower 3½′	30.00	32.00
	do. Vertical Lift Mower 3-½′	30.00	32.00
	Deering Ideal One Horse Mower 4′	30.00	32.00
	" " Mower 4-½′	34.00	36.00
	" " " Vertical Lift 4-½′	35.00	37.00
	" " " 5′	34.00	36.00
	" " " Vertical 5′	35.00	37.00
	" " Giant Mower 5′	36.00	38.00
	" " " " 6′	37.00	39.00
	" " " " 7′	38.00	40.00
3	Deering Ideal Reaper		
	Deering Corn Husker and Shredder Complete, 2 Roll	130.00	140.00
	Deering Corn Husker and Shredder Complete, 4 Roll	165.00	175.00
	Deering Manual Delivery Att. 4½ and 5 ft.	7.50	
	Deering Clover Buncher, 4½ or 5 ft.		
	Deering Tongue Truck	10.00	

4

DEERING HAY RAKES.

		Net per Rake
	Hand Dump	
Deering	8 ft. 20 Teeth, Steel Wheel, at	$14.00
"	8 ft. 26 " " " "	14.50
"	9 ft. 24 " " " "	15.00
"	9 ft. 30 " " " "	15.50
"	10 ft. 26 " " " "	16.00
"	10 ft. 34 " " " "	16.75
"	12 ft. 30 " " " "	18.00
	Horse Dump	

Deering	7-½ ft.	28	Teeth,	Steel	Wheel,	at		16.00
"	8 ft.	20	"	"	"	"		16.00
"	8 ft.	26	"	"	"	"		16.50
"	9 ft.	24	"	"	"	"		17.00
"	9 ft.	30	"	"	"	"		17.50
"	10 ft.	26	"	"	"	"		18.00
"	10 ft.	34	"	"	"	"		18.75
"	12 ft.	30	"	"	"	"		20.75
"	12 ft.	40	"	"	"	"		22.00

The above Hay Rake prices are subject to a discount of 5 per cent for cash, if paid for July 1st, 1903.

Guard Teeth, 25 cents per Rake extra. 2

Sickle Grinder, $2.50.

Extra stone, .50.

These prices are f. o. b.

TERMS.

We wish you to confine terms of payment on grain harvesters, as nearly as possible, to two equal annual payments, but where necessary you may make sales on three equal annual payments, notes to mature not later than.....1st, 3
1903, 1904 and 1905.

Mowers may be sold on two equal annual payments maturing not later than.....1st, 1903 and 1904.

Husker and Shredder sales must be confined to two equal annual December 1st payments, and are strictly f. o. b. Chicago.

All notes to draw interest (see Clause 4, Form 088) as follows:

.... .. per cent before maturity, and .. per cent thereafter.

.... .. per cent before maturity, and .. per cent thereafter.

.... .. per cent before maturity, and .. per cent thereafter. 4

Machines will be settled for at cash prices only where remittance is made on or before.....1st, 1903, with option of.....1st, 1903, where necessary. (See Clause 11, Form 088.)

All Divisions will operate under the same form of agency and other contracts and will be governed by the same net prices and terms. Under no circumstances make use of any other form of contracts, and where contracts have been made for 1903 you will have to rewrite them on the new blanks. Those contracts are not to be changed in any manner, except by use of rubber stamps, as we may furnish and instruct. Un-

1 der instructions of the Executive Committee you will send all contracts to this office for approval. This will be the practice of all Divisions, as it has been the practice of this Division in the past.

The above schedule of prices was adopted after the most careful consideration, and a thorough investigation into the increased cost due to high price of material, as well as increase in price of labor, has prevented the making of a still lower schedule. In the main these prices will be found to be even lower on the average than last year. We believe all agents will appreciate these prices, as well as the liberal form
2 of Commission Agency Machine contract adopted.

You will observe we no longer require agents to insure machines for our benefit, assuming that burden ourselves. The pro rata feature of our old contract has been discarded, and we now propose to accept farmers' notes, properly graded, to the full amount of the machine account. It has also been decided to abandon the net cash extra list. All repairs hereafter, except obsolete pieces and those used only on out of date machines, will be carried by us on the commission list. This will relieve the agent of carrying such stock. The list
3 price of our former net cash extras will be reduced sufficiently to meet outside competition.

RETAIL PRICES.

We are aware that many agents would be pleased to see us fix uniform retail prices. This question has had very thorough consideration and discussion, and though there are good reasons why this would be desirable, it has seemed obvious that, on the whole, it would be unwise, at the present time, to do so. Thus we shall avoid much discussion and some preju-
4 dice that might otherwise occur. Paragraph five will disclose that retail prices are such as may be fixed by the company or its General Agent. Where agents ask an unreasonable price, or demoralize the business with a low price, we rely upon the General Agents of each Division exercising the necessary control.

SALARIED LOCAL AGENCY CONTRACTS.

Salaried local agency contracts must under no circumstances be entered into. If you cannot secure a regular and desirable agency, leave the field to those of the International

Harvester Company of America who are so represented. Contracts known as $2, $5, or sample room deals come under this head and must not be made. 1

BONUS OR SIDE DEALS.

This practice must be abolished. No contract that makes a provision of such nature will be approved. One sickle only is to be furnished with each harvester. No canvas covers are to be donated, neither will conditions permit allowing any sum for setting up machines. 2

GENERAL POLICY.

Contracts provide for exclusive arrangements. You must not interfere with the organization of the other Divisions; even though you receive an unsolicited application for the Agency of Deering machines from an agent of some other Division.

Whenever a question arises regarding the change of an agent or the employment of a man with another Division, the matter should be taken up by personal interview with the interested Division's General Agent. If you have an agent who for any reason is dissatisfied and you are therefore unable to renew contract, and you believe he will be of value to another Division of the Company, we suggest that this information be conveyed to other General Agents. 3

We expect to bring about a harmonious working organization among our General Agents and those of the other Divisions. Many matters of detail can by frequent conference, all having in mind the best interests of the new Company, be advantageously carried out.

Asking your hearty support and co-operation, we are, 4

Respectfully yours,

DEERING DIVISION,

INTERNATIONAL HARVESTER COMPANY OF AMERICA.

Above letter sent to all general agencies except: Helena, Spokane, London, Montreal, Toronto and Winnipeg.

N. B.—Places left blank were filled in as per sheet in Selling Department.

Mr. Post: The petitioner has heretofore offered in evidence, as Petitioner's Exhibit 148, a portion of report of

1 meeting of Sales Committee, January 29, 1903. The defendants now offer in evidence the entire report.

Petitioner's Exhibit 148, now offered in full by the defendants, is as follows:

PETITIONER'S EXHIBIT 148.

For Executive Committee.

No. 37—

To Mr. Cyrus H. McCormick,
President International Harvester Company.

2 Report of Meeting of Sales Committee, January 29, 1903.

Present: R. C. Haskins, C. H. Haney, A. E. Mayer, O. W. Jones, M. R. D. Owings.

1. The Executive Committee has approved the report of the Sales Committee for early canvassing to be confined to Pennsylvania, New York, and New Jersey. Delaware, worked from Philadelphia, and the northern portion of Maryland, worked from Harrisburg, should be included in the district in which early canvassing is permitted, and the Executive Committee is asked to give permission accordingly. This ad-
3 ditional territory will not necessitate the use of any additional canvassers at the present time.

2. Decided we will make no allowances to local agents toward expenses of public deliveries of machines.

3. Mr. Mayer, of the McCormick Division, gives notice that he will put a canvasser at work in the local territory of the Quincy, Ill., general agency to meet the work of two canvassers now there for Deering local agents.

4. Decided to permit McCormick, Deering, and Plano Divisions to have three canvassers each in the Spokane general agency for the months of April, May, and June; also permit
4 the Milwaukee Division to have not to exceed six canvassers in the Ogden general agency for work in Southern Idaho and Northern Utah.

5. Where necessary it will be permissible to sell on April 1st time in the upper Peninsula of Michigan, interest to begin at date heretofore provided.

6. Decided to instruct general agents to gather up any remaining pamphlets used in former seasons making comparisons between the features of the machines of the various divisions, commonly known as canvassing documents, and return them to Chicago to be destroyed.

7. October 30th the Sales Committee made a schedule of

due dates for Corn Binders, providing for three Octobers in 1
all of the United States but no record was made of this decision. This entry is made at this time to correct the record, which now calls for three November payments.

8. Paragraph 8 of Sales Committee report of January 8th is schedule of latest dates for canvassing to begin. Decided to amend this schedule as follows:

Baltimore (or Richmond) from March 15th to March 1st.
Kansas City, East, from April 1st to, south of Missouri River, March 1st; north of Missouri River, March 15th.
Minneapolis (Eau Claire, Wis., general agency) from April 2
1st to March 1st.
Spokane, from June 1st to April 1st.

This report dictated by Mr. R. C. Haskins.

Adjourned to meet Thursday, February 5th, at 1:30.

	R. C. Haskins)	
	C. H. Haney)	
Signed:	A. E. Mayer)	Sales Committee.
	O. W. Jones)	
	M. R. D. Owings)	

On the first page of this original exhibit appears the following pencil notation: 3
Ex. Comm.
Approved
6 Feb 03

Mr. Post: The petitioner has heretofore offered in evidence, as Petitioner's Exhibit 212, a portion of a letter of A. E. Mayer to Cyrus H. McCormick, dated June 29, 1903. The defendants now offer in evidence the entire letter. A number 4
of papers are attached to this letter, but my offer is only of the letter itself.

The letter offered by the defendants is as follows:

Chicago, June 29, 1903.

Mr. Cyrus H. McCormick, President,
Mr. Charles Deering, Chairman,
Members of the Executive Committee.

Gentlemen:—

In response to your request for a plan of organization for the SALES DEPARTMENT, I submit the following suggestions:

1 The Department to consist of—

GENERAL MANAGER OF SALES.

ASSISTANT GENERAL MANAGER OF SALES for Domestic trade (all of North America), with—

1 General Assistant
6 Division Assistants
7 General Travelers

ASSISTANT GENERAL MANAGER OF SALES for Foreign trade—
1 General Assistant, with such clerks as may be advisable to keep the necessary records, either in connec-
2 tion with or separate from the Domestic.

ADVERTISING DEPARTMENT:
1 Manager
1 General Assistant, with such additional force as may be necessary to prepare the advertising for the different machines and take care of the details of the Department.

CREDIT DEPARTMENT:
1 Manager
1 Assistant, and sufficient clerical force to properly
3 care for the work.

STOCK DEPARTMENT: (Machines
(Twine
(Repairs

1 Manager
3 Assistants,—one in charge of the distribution of machines, one for twine, one for repairs; each Assistant to be provided with sufficient clerical force.

RECORDING DEPARTMENT: (Statistical)
1 Manager
4 1 Assistant, and clerical help required.

EQUIPMENT DEPARTMENT: (General Agency)
1 Manager
1 Assistant

The above organization would thus complete the General Staff of the Sales Department. If the plan suggested meets with your approval, I shall be pleased to take up the question of appointments.

I now review briefly the functions, scope and relation of the Departments:

ADVERTISING DEPARTMENT: 1

The Manager of this Department should have general charge, under the General Sales Manager, of all advertising. He should see to the preparation and distribution of the advertising and should have assistants familiar with the different lines of machines produced by the Company, who are competent to properly advertise them. All large contracts (not including printing) for paper stock, should be handled by the Purchasing Department.

CREDIT DEPARTMENT: 2

I here take the liberty of quoting liberally from Mr. Steele's suggestions to the Chairman, as outlined in his communication of the 16th. Mr. Steele says:

> "It is my impression that the establishment of a Credit Department presided over by a careful man versed in the Harvester business and knowing its peculiarities and dangers, as well as the dangers of being so strict as to unduly limit and hinder the Sales Department, would be advisable. * * * I shall suggest the establishment of a Credit Department, pure and simple, to pass upon 3 agency contracts and upon the acceptance of paper, and to furnish such information to both the Sales and Collection Departments as they shall require to handle them and to transact their business to the best interests of the whole concern.
>
> "I am under the impression that the head of this Credit Department should report to the General Sales Manager and should be independent of both the Domestic Sales Manager and the Collection Manager. In other words, there has got to be someone over the Credit Manager who will look at questions of difficulty from a broad and lib- 4 eral standpoint, and, at the same time, perceive the dangers which would result from a wide-open policy. The General Sales Manager is naturally far enough removed from the details of the business to be able to direct the Credit Manager with authority, and for the best interests of the whole business."

Mr. Steele further says:

> "This I conceive to be one of the most important questions to be decided in regard to the relations between the Sales and Collection Departments, and on this decision

1 rests to a considerable extent the successful conduct of the two departments."

This Department is in thorough accord with these suggestions. The Credit Department should therefore consist of a Manager and Assistant, with necessary clerical force, and should have supervision over all credits, both agency contracts and farmers' notes.

STOCK DEPARTMENT:

This Department should have charge of the ordering
2 from the factories of machines, repairs and twine for shipments, and should keep the necessary ledger showing the supply of machines, twine, etc., in each General Agency.

RECORDING DEPARTMENT: (Statistical)

This Department should aim to supply and keep accessible the records of the entire work of the Sales Department, including all questions of organization, past business done, etc., in order that to as great an extent as possible the future may be judged by the past.

3

EQUIPMENT DEPARTMENT: (General Agency)

This Department should have charge of providing suitable buildings, warehouses, etc., for the General Agents. Considering the outside storage problem, it will necessarily make this a very important field.

DOMESTIC SALES.

The INSIDE ORGANIZATION for Domestic Sales would consist
4 of a Manager, with one General Assistant; one Assistant (to be known as Division Manager) for each of the following divisions of territory:

EAST
SOUTH
SOUTHWEST
WEST
NORTHWEST
CANADA

Each Division Manager for the United States should have a General Traveler for his Division; the Division Manager in charge of Canada to have two General Travelers—one for

Canada proper, one for Manitoba and the Northwest Territory. 1

The OUTSIDE ORGANIZATION should consist of

100 General Agents
100 Assistant General Agents

located as shown by map and list of towns submitted herewith.

Each General Agent should have sufficient Blockmen to properly cover his territory,—probably an average of eight, and, as required sufficient canvassing help,—probably an average of not to exceed thirty.

Each General Agent, Assistant General Agent, and each Blockman would be expected to take care of the general business of the five constituent companies, and would sell all lines of machines produced by the International Company. Each Canvasser and each Local Agent, however, would be expected to sell one line of machines only. 2

I submit herewith a chart showing entire plan of organization. Its operation is readily followed from the General Sales Manager through the various Departments to the Local Agent.

I quote from Mr. Haskins' report as follows: 3

> "Under this organization the business should average about $500,000, at each General Agency and the General Agent and his Assistant, who would be an understudy, should be very capable business men. All the first-class General Agents in the employ of the Company will be needed to man these positions, if, indeed there are enough capable men to fill them."

ECONOMY OF THE PLAN.

It would mean a saving over the present Domestic Outside Force of 4

60 General Agents	$ 120,000.00
600 Blockmen	1,200,000.00
2000 Canvassers	1,000,000.00
	$2,320,000.00

I do not include in the above the saving in office force at General Agencies, or the eventual reduction in rents. We have now 260 separate headquarters. The plan as stated would gradually reduce the number to 100. During the life of present leases the buildings would, of course, be available

1 for storage purposes. That such an organization would present many opportunities for economy is obvious.

Time of Placing the Plan in Operation.

I quote from Mr. Haskins' report:

"It will be necessary for the present Divisional Organizations to make the settlements for this season's business, which will probably take until about December 1st, at which time the new General Agencies can be organ-
2 ized and started."

Local Agents.

I quote again from Mr. Haskins' report:

"During the time of making settlements as many new contracts as possible will be made. It is expected to continue as many of the present Local Agencies as will use up the good Local Agency material, and it is expected the good agents will from choice continue to handle the ma-
3 chines they are now selling. The undesirable and unproductive agencies that have been maintained heretofore at the expense of the manufacturer will be dropped, thus reducing the total number of local agencies probably 10%."

Results.

That the present plan of operating, with five Divisions under as many different managements, is wasteful, demoralizing
4 and not conducive to paying results, is, after having a season's trial, most apparent. The obliteration of Divisional lines (which have this year, and will continue to cause more or less feeling) is very desirable. As soon as each man in the Selling Department understands that he is working for one company,—and one company only, and is accountable to them, and he ceases to be watching and criticising other Divisions, you will get better results. It is therefore the judgment of those responsible for sales that the plan submitted will develop an harmonious, effective working organization, and result in a larger and more profitable business.

Foreign Sales.

I submit herewith a very full report by Mr. Haney, as follows:

(For copy of Mr. Haney's report on European business see original report on file with Executive Committee.)

After very careful consideration of the Foreign problem, Mr. Haskins and the writer fully concur in the advisability of not disturbing the present organization for 1904.

I agree with Mr. Haney that while upon the map European countries look like States, it must not be forgotten that all 2
of the countries there have their own languages, laws, and customs, and in meeting the problem over there we are facing a different condition in each country. It would therefore seem to me wise for you to continue the present policy at least for another year.

Mr. Haney's recommendations regarding the Chicago organization for this department have been duly incorporated in this report.

Accounting. 3

It is assumed that the accounting and auditing will be taken care of in the Comptroller's or General Accounts Departments. So important, however, is the whole question of accounting and auditing in the respective relations of these departments to the Sales Department as to warrant me in stating that I shall be glad to offer suggestions when called for.

Whatever the plan regarding accounting, I trust that there may be no unusual delay in the settlement of this important question. It is very desirable that the Comptroller and the 4
Sales Department be placed in position to work together in the installation of General Agencies.

Auditing.

The Sales Department would recommend that the Auditor be directed to make such regular and frequent audits of all General Agency accounts as to prevent any irregularities.

1

Office Space.

Sufficient office space for the Selling Department can be found on the first and second floors of the building at No. 7 Monroe Street.

Respectfully submitted,
(Signed) A. E. MAYER.

A large map will be submitted whenever the Executive Committee are ready to consider the report.

2

List of Towns.

FOR THE UNITED STATES:

1	Boston	Mass.
2	Albany	N. Y.
3	Ogdensburg	N. Y.
4	Syracuse	N. Y.
5	Elmira	N. Y.
6	Buffalo	N. Y.
3 7	Philadelphia	Penna.
8	Harrisburg	Penna.
9	Pittsburg	Penna.
10	Baltimore	Md.
11	Richmond	Va.
12	Charlotte	N. C.
13	Atlanta	Ga.
14	Birmingham	Ala.
15	New Orleans	La.
16	Memphis	Tenn.
4 17	Nashville	Tenn.
18	Bristol (or) Knoxville	Tenn.
19	Evansville	Ind.
20	Louisville	Ky.)
21	Cincinnati	Ohio)
22	Parkersburg	W. Va.
23	Columbus	Ohio
24	Cleveland	Ohio
25	Toledo	Ohio
26	Ft. Wayne	Ind.
27	Richmond	Ind.

28	Indianapolis	Ind.	1
29	Terre Haute	Ind.	
30	South Bend	Ind.	
31	Jackson	Mich.	
32	Detroit	Mich.	
33	Saginaw	Mich.	
34	Grand Rapids	Mich.	
35	Milwaukee	Wis.)	
36	Fond du Lac	Wis.)	
37	Green Bay	Wis.)	
38	Madison	Wis.)	2
39	Eau Claire	Wis.)	
40	Winona	Minn.	
41	Rockford	Ill.	
42	Aurora	Ill.	
43	Kankakee	Ill.	
44	Peoria	Ill.)	
45	Springfield	Ill.)	
46	East St. Louis	Ill.	
47	Quincy	Ill.	
48	Davenport	Iowa	3
49	St. Louis	Mo.	
50	Springfield	Mo.	
51	Jefferson City	Mo.	
52	St. Joseph	Mo.	
53	Kansas City	Mo.	
54	Topeka	Kas.	
55	Concordia	Kas.	
56	Salina	Kas.	
57	Hutchison	Kas.	
58	Wichita	Kas.	
59	Fort Scott	Kas.	4
60	Little Rock	Ark.	
61	Oklahoma City	Okla.	
62	Houston	Tex.)	
63	Dallas	Tex.)	
64	Hastings	Neb.	
65	Lincoln	Neb.	
66	Omaha	Neb.	
67	Alliance	Neb.	
68	Council Bluffs	Iowa	

1	69	Sioux City	Iowa
	70	Sheldon	Iowa
	71	Fort Dodge	Iowa
	72	Cedar Rapids	Iowa)
	73	Cedar Falls	Iowa)
	74	Des Moines	Iowa
	75	Ottumwa	Iowa
	76	Albert Lea	Minn.
	77	Mankato	Minn.
	78	Minneapolis	Minn.
2	79	St. Cloud	Minn.
	80	Sioux Falls	S. D.
	81	Watertown	S. D.
	82	Aberdeen	S. D.
	83	Wahpeton	N. D.
	84	Fargo	N. D.
	85	Grand Forks	N. D.
	86	Minot	N. D.
	87	Denver	Colo.
	88	Helena	Mont.
	89	Ogden	Utah
3	90	San Francisco	Calif.
	91	Portland	Oregon
	92	Spokane	Wash.
	FOR CANADA:		
	93	St. Johns	
	94	Montreal	
	95	Ottawa	
	96	Toronto	
	97	London	
	98	Winnipeg	
	99	Regina	
4	100	Calgary	

H. L. DANIELS, recalled as a witness on behalf of the defendants, testified as follows:

Direct Examination by Mr. Post.

Q. Have you prepared a statement showing the wholesale prices of binder twine to dealers, as charged by the International Harvester Company, from 1902 until 1912, inclusive?

A. I have, yes, sir.

Q. Please look at the statement now handed you, marked 1
Defendants' Exhibit 224, and state whether it correctly gives the wholesale prices to dealers of binder twine during the years mentioned.

A. Yes, sir, it does.

Q. Are these the carload or less than carload prices?

A. The prices given here are less than carload, but the note on the exhibit indicates that the carload prices are a quarter of a cent per pound less than carload prices.

Mr. Post: I offer in evidence Defendants' Exhibit 224.

Defendants' Exhibit 224 is as follows:

2

DEFENDANTS' EXHIBIT 224.

BINDER TWINE PRICES TO DEALERS
1902 to 1912, inclusive.

Year	Sisal	Standard	Standard Manila	Manila	Pure Manila
1902	11c	11c	12¼c	13½c	15c
1903	10½	10½	11¼	12	13
1904	10¼	10¼	11¼	12¼	13¼
1905	10	10	11	12	13½
1906	10	10	11	12	13
1907	9⅝	9⅝		12¼	14
1908	8¼	8¼		11¼	13
1909	7½	7½		8¾	10
1910	7½	7½		8¼	9
1911	6½	6½		7⅞	8¾
1912	7¼	7¼	7⅝	8¼	9⅜

3

NOTE.—Twine prices for carload were ¼c per lb. less.

4

Mr. Post: That is all.

Mr. Grosvenor: I wish you would supplement that statement, Mr. Daniels, by producing a statement showing the average price the International Harvester Company has paid for sisal per year since 1902. The statement may be furnished by you later.

The Witness: I think that is given on this exhibit.

Mr. Post: No, that is simply the prices of binder twine.

The Witness: Well, I have such a combination statement that I can give you at any time.

Mr. Grosvenor: Perhaps you can send it to me today.

The Witness: Yes, I will.

1 Mr. Grosvenor: Will you kindly look up, when you return to the office, the tables which were introduced, and to which I called you attention yesterday, showing the sisal importations of the International. Those tables were introduced several months ago. I wish you would personally look up the same and see whether or not those tables include all the purchases that you have made of sisal in this country, from companies that do business in this country, or whether they state simply the importations in your own name. Do you understand?

The Witness: I do.

Mr. Grosvenor: And then write me a letter stating the re-
2 sult of your investigations.

The Witness: I will.

Mr. Bancroft: The defendants now offer in evidence list of original I. H. C. stockowners (other than stockholders of the vendor companies) to whom were issued stock trust certificates for number of shares shown.

The list was marked Defendants' Exhibit 225, and is as follows:

3 DEFENDANTS' EXHIBIT 225.

List of Original I. H. Co. Stockowners (other than Stockholders of the Vendor Companies) to Whom Were Issued Stock Trust Certificates for Following Number of Shares:

	Shares
J. P. Morgan & Co. paid in cash $13,500,000 and received for this sum and for services and cash paid for organization expenses	167,522
(Trust certificates for the above issued to George
4 D. Rogers and William A. Merrick.)	
William A. Hamilton (for cash payment to Champion Company and on account of Champion subscription, each $1,000,000)	20,000
E. H. Gary	5,000
E. L. Wagner	50
F. W. Crosby	300
A. G. Becker	6,000
D. V. Webster	100
F. C. Van Ness	150
John R. Lindgren	500
George D. Boulton	200

R. J. Street	100	1
August Blum	100	
Edward Dickinson	350	
J. B. Forgan	600	
D. R. Forgan	750	
W. J. Watson	500	
Arthur B. Jones	150	
H. A. Haugan	700	
Thomas Templeton	250	
Ernest A. Hamill	1,000	
A. A. Carpenter	500	
R. W. Sears	200	2
A. C. Bostwick	100	
A. Boswick	100	
John G. Davies	125	
Percival V. Palmer	50	
J. P. Lyman	100	
J. C. Neely	250	
D. A. Moulton	300	
Total	206,047	

3

Mr. Bancroft: The defendants also offer in evidence a statement showing number of stockholders of the International Harvester Company on February 8, 1913.

The statement was marked Defendants' Exhibit 226, and is as follows:

DEFENDANTS' EXHIBIT 226.

International Harvester Company.
Statement of Number of Stockholders February 8, 1913, Showing Division Between Employes and Others.

4

	Number of Stock	Preferred Shares	Common Shares	Total
Total February 8, 1913	6,543	600,000	800,000	1,400,000
Employes	3,054	29,584	40,144	69,728
Others	3,489	570,416	759,856	1,330,272
Total	6,543	600,000	800,000	1,400,000

Mr. McHugh: The defendants now rest.

1 G. G. PERROTT, being duly sworn as a witness on behalf of the petitioner in rebuttal, testified as follows:

Direct Examination by Mr. Grosvenor.

Q. Mr. Perrott, where do you reside?

A. At Early, Iowa.

Q. Have you at any time been in the service of the International Harvester Company of America?

2 A. Yes, sir.

Q. Please state how long you were engaged by that company and what your position was.

A. From the organization of it—

Q. That is, from the formation.

A. From the formation, rather.

Q. Of the International Harvester Company, in 1902.

A. In 1902, yes.

Q. Until the end of what season?

A. Until November 25, 1912.

Q. You were, then, for a period of ten years and longer in

3 the employ of the International Harvester Company?

A. Yes, sir.

Q. Had you been in the employ of one of the predecessor companies of the International Harvester Company?

A. Yes, sir.

Q. What company?

A. The McCormick.

Q. Now, Mr. Perrott, what were your duties, or what was your position with the International?

A. Until 1906 I was general salesman, canvasser, expert, and collector—everything that goes with that line of business,

4 and from 1906 until 1912 I was blockman.

Q. You were, then, from the year 1906 down to the time of your severance with the International Harvester Company, a blockman of that company, with headquarters at Fort Dodge, Iowa?

A. No, I was blockman until May 25, 1912, and then I was put on as general salesman, until November.

Q. For over six years, in any event, you were a blockman of the International Harvester Company?

A. Yes, sir.

Q. Your duties as blockman were to make contracts for the

International Harvester Company with the implement dealers 1
located in your block?

A. Yes, sir.

Q. And you reported directly to Mr. C. A. Claypool, the general agent of the International Harvester Company at Fort Dodge?

A. Yes, sir.

Q. Mr. Claypool was the official of the Harvester Company who gave you instructions as to the making of contracts for the different lines of goods manufactured by the International?

A. Yes, sir. 2

Q. I show you a letter on the letterhead of the International Harvester Company of America, dated Fort Dodge, Iowa, November 25, 1911, addressed Mr. G. G. Perrott, Early, Iowa, and signed International Harvester Company of America, by C. A. Claypool, General Agent, the same being Petitioner's Exhibit 284. Please state whether that is a letter received by you from Mr. Claypool about the time stated on the letter namely, November 25, 1911.

A. Yes, sir.

Q. I show you another letter, on the same sort of letter-
head, dated Fort Dodge, Iowa, February 3, 1912, addressed 3
to you, with the same signature, and ask you to state whether or not that is another letter received by you from Mr. Claypool.

A. Yes, sir.

Mr. Grosvenor: I offer that letter in evidence.

The same was marked Petitioner's Exhibit 290, and is as follows:

PETITIONER'S EXHIBIT 290.

4

International Harvester Company of America
(Incorporated)
General Offices at Chicago, U. S. A.

CHAMPION, DEERING, MCCORMICK, MILWAUKEE, PLANO

C. A. Claypool, Gen. Agt.

Fort Dodge, Iowa, Feb. 3, 1912.

Mr. G. G. Perrott,
Early, Ia.

Dear Sir:

We have your letter of the 22d ult. submitting commission agency contracts and twine orders arranged with Bertelson &

1 Glenny of Holstein and E. L. Lindgren of Galva. Besides 3000# of McCormick twine, Bertelson & Glenny have ordered two hay rakes and three pony shellers. What is the matter with the business at these two points? How about manure spreaders, wagons, cream harvesters, engines, tillage implements, etc.? We have been going along for a number of years with these agents on business covering commission lines only with the exception of an occasional car of spreaders sold to Bertelson & Glenny. Promises for business on the other lines have been plentiful, but as is usual in cases of this kind, have not resulted in increased business. It has, we believe, now
2 reached a point where, if these two dealers will not take hold of our other lines, it will be necessary, for our own protection, to make other arrangements.

We are reasonably sure it would not be very difficult to locate some one in both of these towns, who will give us a larger volume of business with the McCormick lines than we have secured.

Now, Mr. Perrott, this is a very important matter and must be worked out now. There are other points on your block where conditions are as bad as they are at the two towns
3 named.

Do you know how many wagons and how many spreaders you sold the past year? The number is exceedingly small and the showing is very bad as compared with the other blocks. Something must be done and at once to improve the conditions.

Yours truly,
INTERNATIONAL HARVESTER COMPANY OF AMERICA.
By C. A. Claypool, Gen. Agt.

CAC-RC

---

4 Q. I show you another letter, on the same sort of letterhead, dated Fort Dodge, Iowa, February 13, 1912, addressed to you, and with the same signature, and ask you whether that is another letter received by you from Mr. Claypool.

A. Yes, sir.

Mr. Grosvenor: I offer that letter in evidence.

The letter was marked Petitioner's Exhibit 291, and is as follows:

1

PETITIONER'S EXHIBIT 291

International Harvester Company of America
(Incorporated)
General Offices at Chicago, U. S. A.

CHAMPION, DEERING, MCCORMICK, MILWAUKEE, PLANO.

C. A. Claypool, Gen. Agt.

Fort Dodge, Iowa, Feb. 13, 1912.

Mr. G. G. Perrott,
Early, Iowa.

Dear Sir: 2

On his return to the office after a week's absence, the writer finds your letter of the 4th in reply to ours of the 3rd, regarding contracts with Bertelson & Glenny of Holstein and with F. L. Lindgren of Galva, Iowa. You state you will be very glad to work out any plan we may suggest to improve business there. The plan we suggest is to return to both of these points and take the matter up again with these agents, explaining to them regarding the large line of goods this Company is manufacturing and handling and the importance and necessity of our selling these goods. Let them understand 3 that wagons, spreaders, tillage implements, cream harvesters, engines, and a large number of other goods in our sales lines are of more importance to us than commission lines of goods on which trade has been established for many years. Let them know that it is up to you to sell these lines in those towns. If they will not take on a sufficient quantity of these goods to warrant us in approving contracts we will be obliged to look around with a view to getting new timber into the business.

With these old line fellows we have learned by sad experience that promises amount to nothing and we can never ex- 4 pect to secure even a fairly satisfactory amount of business from such dealers if we do not secure it now. If they cannot be lined up on these other goods, make it your business to camp at those towns until you can locate some financially responsible party who is energetic and a hustler and who is anxious to work up a profitable business and arrange with him for the McCormick and kindred lines. At a number of points we have this year, on some of the other blocks, already located a number of new dealers who are taking on our entire

1 line and who will push them. This matter should be given your immediate attention.

Yours truly,
INTERNATIONAL HARVESTER COMPANY OF AMERICA.
By C. A. Claypool, Gen. Agt.

CAC-RC

Q. I show you another letter, on the same sort of letterhead, dated Fort Dodge, Iowa, March 14, 1912, and ask you if that is another letter addressed to you by Mr. Claypool.

2 A. Yes, sir.

Q. The pencil notes on that letter were not on it when the same was received by you?

A. That is my own notation.

Mr. Grosvenor: I offer the letter in evidence, without the pencil notation.

The same was marked Petitioner's Exhibit 292, and is as follows:

PETITIONER'S EXHIBIT 292.

3 International Harvester Company of America
(Incorporated)
General Offices at Chicago, U. S. A.

"CHAMPION" "DEERING" "McCORMICK" "MILWAUKEE"
"PLANO" "OSBORNE"

Harvesters and Other Lines of Machinery

C. A. Claypool, Gen. Agt.

Ft. Dodge, Ia., March 14, 1912.

Mr. G. G. Perrott,
Early, Ia.

4 Dear Sir:

We herewith return unaccepted commission agency binder and mower, tractor and thresher contracts, also twine order covering 6000# of Deering Standard and net cash repairs order, all signed by Wm. Ashford of Yetter. We note your letter of the 13th accompanying these contracts and orders, and you say Mr. Ashford will not under any consideration, purchase McCormick twine. If this is the case, we will be obliged to look for some one else at Yetter to handle our McCormick and kindred lines for this season. In no case will we sell a McCormick agent Deering twine or a Deering agent McCormick twine, with the exception of Schaller. The writer

is very familiar with conditions at Schaller and we have con- 1
cluded to approve that twine order as written.

Please return to Yetter at an early date, take the matter up again with Mr. Ashford, and make some disposition of it. Of course, you will not, in any case, return the enclosed contracts and orders to Mr. Ashford. If satisfactory arrangement cannot be made, the contracts are to be destroyed.

In your letter you say he has all of the hay tools that he will require. How about manure spreaders, wagons, cream separators, tillage implements, engines, feed grinders, corn shellers and numerous other sales goods in our lines? Why
is it you have not been selling any of these articles to Mr. 2
Ashford. Even if he should conclude that he can handle McCormick brand of twine, it would not seem to the writer that we would be justified in approving the contracts if they are not supported by orders for some of the other sales lines.

Yours truly,

INTERNATIONAL HARVESTER CO. OF AMERICA.

c-w By C. A. Claypool, Gen. Agt.

Enc. A-175

Q. I show you another letter, on the same sort of letter- 3
head, dated Fort Dodge, Iowa, March 25, 1912, signed C. M. Fullerton, Assistant General Agent, and ask you whether or not that was another letter received by you from the general agent at Fort Dodge.

A. Yes, sir.

Q. And was this C. M. Fullerton the assistant general agent at that place?

A. Yes, he was.

Mr. Grosvenor: I offer that letter in evidence.

The same was marked Petitioner's Exhibit 293, and is as
follows: 4

1

PETITIONER'S EXHIBIT 293.

International Harvester Company of America
(Incorporated)
General Offices at Chicago, U. S. A.

"CHAMPION" "DEERING" "MCCORMICK" "MILWAUKEE"
"PLANO" "OSBORNE"

2 Harvesters and Other Lines of Machinery

C. A. Claypool, Gen. Agt.

Ft. Dodge, Ia., March 25, 1912.

Mr. G. G. Perrott,
Early, Ia.

Dear Sir:

On March 13th we wrote you relative to the Bertelson & Glenny, Holstein and the F L Lindgren, Galva contracts, stating that we were withholding approval of same pending your furnishing us orders for a reasonable amount of sale goods. Up to the present time we have heard nothing from you rela-
3 tive to this matter. Kindly advise us what you are doing along this line, and oblige,

Yours truly,
INTERNATIONAL HARVESTER CO. OF AMERICA.
f-w C. A. Claypool, Gen. Agt.
By C. M. Fullerton, Asst. G. A.

Q. Mr. Perrott, are these letters typical of the character of instructions which you received from Mr. Claypool during the time that you were blockman in his general agency?

4 A. Yes, sir; along those lines.

Q. You may state whether or not the oral instructions you received from him from time to time in connection with the making of new contracts, during the time you were blockman under him, were of the same tenor as the instructions contained in these letters.

A. Yes, sir.

Q. They were?

A. They were.

Q. You may state how long Mr. Claypool has been the general agent at Fort Dodge.

A. I could not give you the date.

Q. Was he the general agent throughout the period that 1
you were blockman?
A. Yes, sir.
Q. And is he the general agent today?
A. Yes. I was there before he was. I think it is about six years.

Cross-Examination by Mr. McHugh.

Q. Mr. Perrott, what block were you on?
A. The number of the block? 2
Q. Yes; in the Fort Dodge Agency.
A. I think it was Block 6; I would not be positive about that.
Q. Name one town in the block.
A. Well, it included from Holstein and Battle Creek east to Jefferson.
Q. Those two towns were in the block—Holstein and Battle Creek?
A. Yes. That was on the single-block system. The blocks were changed, they made more of them. Then my territory ended at Ida Grove and Sac City. 3
Q. Those two last places were in your block?
A. Yes.

STIPULATION.

Mr. Grosvenor: It is stipulated by both parties that

1. Petitioner's Exhibit 285, purporting to be a letter dated July 3, 1902, on the letterhead of Cyrus H. McCormick, addressed to "George W. Perkins, Esq., care of J. P. Morgan & Company, Wall Street, Corner of Broad, New York City," 4
and purporting to be signed "Stanley McCormick;" and
2. Petitioner's Exhibit 286, being a typewritten document, comprising eight pages, and entitled "Statement made by Stanley McCormick and Mr. Bentley to Mr. Perkins, June 27, 1902, New York City;" and
3. Petitioner's Exhibit 287, being a typewritten document comprising nine pages, and entitled "Organization McCormick Harvesting Machine Company"

are documents obtained from the files of J. P. Morgan & Company, New York City, and were among the papers relating to the International Harvester Company found in the files of

1 said firm after Mr. George W. Perkins separated from that firm.

Mr. Grosvenor: The petitioner now offers in evidence a table showing the original subscription of the $120,000,000 capital stock of the International Harvester Company, as follows:

	Piant Stock.		
J. P. Morgan & Co.:			
Commission	$ 3,000,000.00		
Less contribution to Champion and Piano Companies	42,857.14		
	2,957,142.86		
2 Milwaukee Harvester Co.	3,000,000.00	$ 5,957,142.86	
McCormick interests:			
Original aiiotment	26,321,656.86		
Less contribution to Champion and Piano companies	59,142.86	26,262,514.00	
Deering interests:			
Originai ailotment	21,362,554.64		
Less contribution to Champion and Piano companies	48,000.00	21,314,554.64	
Piano interests:			
Originai aiiotment	2,193,603.09		
Plus contributions from other			
3 interests	75,000.00	2,268,603.09	
Champion Interests:			
Originai aiiotment	3,372,185.91		
Plus contributions from other interests	75,000.00	3,447,185.91	
Organization expenses (exciuding Miiwaukee company and incorporators' stock):			
Sold	611,803.34		
On hand	138,196.16	749,999.50	$60,000,000.00
	Cash Stock.		
4 J. P. Morgan & Co.:			
Cash	$9,940,000.00		
Incorporators	60,000.00		
Miiwaukee excess	148,196.66	$10,148,196.66	
McCormick interests:			
Originai subscription	20,000,000.00		
Subsequent subscription	4,886,190.13	24,886,190.13	
Deering interests:			
Originai subscription	16,000,000.00		
Subsequent subscription	3,965,613.21	19,965,613.21	
Piano interests		4,000,000.00	
Champion interests		1,000,000.00	$60,000,000.00

Mr. Grosvenor: The petitioner now offers in evidence 1
statement showing the output of the plant of the Osborne Company for the year 1903, as follows:

OSBORNE OUTPUT—1903

Binders	10,495	Tedders	9,065
Mowers	19,955	Corn binders	2,033
Reapers	4,486	Harrows*	52,371
Rakes	21,303	Cultivators	11,122

*Including harrow sections. 2

Mr. Grosvenor: I have not yet received the statement showing the holdings of stock by Mr. George W. Perkins for each of the years 1902 to date, but it is agreed that such statement when furnished shall be considered in evidence.

I desire this statement in order also to supplement the exhibit showing the list of holders of voting trust certificates for each year, that list having heretofore been introduced by counsel for the defendants during the Government's case in chief, said list not showing Mr. Perkins as having any hold- 3
ings in his own name.

Mr. Grosvenor: I now offer in evidence an agreement dated March 26, 1909, between Cyrus H. McCormick and Harold F. McCormick, of Chicago, and Paul D. Cravath and George H. Sullivan, of New York.

The agreement was marked Petitioner's Exhibit 294, and retained by Mr. Grosvenor.

It is agreed that counsel will furnish statement showing 4
number of grain elevators and gang plows sold by the International Harvester Company in the United States for each of the years 1902 to date, the same to be incorporated in the record.

It is agreed that counsel for the defendants will furnish counsel for the Government a copy of the contract between the Aultman-Taylor Company and the International Harvester Company respecting the purchase of threshers, and that said contract may be considered in evidence if counsel for the Government so desires.

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1 It is agreed that a letter from the warden of the Minnesota State Prison showing the output of said prison in binder twine, binders, mowers, and rakes, for 1911 and 1912, shall be furnished to the Examiner and considered in evidence.

It is agreed that a letter from the Moline Plow Company showing the output of the Adriance-Platt Company in binders, mowers, and rakes, in the United States, for 1912, shall be furnished to the Examiner and considered in evidence.

It is agreed that a letter from the Johnston Harvester Company showing the output of that company in binders, mowers, rakes, and corn binders, in the United States, for
2 1912, shall be furnished to the Examiner and considered in evidence.

It is agreed that a letter from the Independent Harvester Company showing the output of that company in binders, mowers, and rakes, in the United States, for 1912, shall be furnished to the Examiner and considered in evidence.

It is agreed that a letter from the Walter A. Wood Machine Company showing the output of that company in binders, mowers, and rakes, in the United States, for 1912, shall be furnished to the Examiner and considered in evidence.

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3 Mr. Grosvenor: It is agreed that counsel may insert in the record or use in their briefs, statistical tables of the Bureau of the Census relating to agricultural matters: this stipulation referring only to such tables as have been published and made available to the general public.

It is agreed that the letter of Cyrus H. McCormick, president of the International Harvester Company, to Charles J. Bonaparte, Attorney General of the United States, dated May 20, 1907, stated that the export business done in 1902
4 by the five companies which went into the International Harvester Company was $————.

It is agreed that all statements called for from witnesses while on the stand and not yet furnished and incorporated in the record, shall, when furnished to the Examiner, be incorporated in the record as a part of the testimony of the witnesses, respectively.

It is agreed that counsel for the defendants will furnish a copy of the contract between the Parlin & Orendorff Company and the International Harvester Company, and that

the same may be considered in evidence if counsel for the 1
Government be so advised.

Mr. Grosvenor: Mr. H. M. Blake, sales manager of the Parlin & Orendorff Company, called as a witness by the defendants, has furnished a statement showing that the annual business of the Parlin & Orendorff Company with the International Harvester Company in each of the last four years has been about $500,000 per year, or about $2,000,000 for the four years, such business relating to goods sold in Canada. Mr. Blake has also furnished a statement to the effect that the business of his company in plows amounts to 2
something like 50 or 60 per cent. of the entire business of the Parlin & Orendorff Company. This statement is made in lieu of incorporating the letter of Mr. Blake in the record.

Mr. Grosvenor: The petitioner offers in evidence, from a certified copy of the testimony in the suit of the State of Missouri against the International Harvester Company, the testimony of Cyrus H. McCormick relating to the Aultman & Miller Buckeye Company, as the same is indicated on pages 46 and 47 of said record.

Mr. McHugh: The defendants object to the introduction 3
of this testimony as incompetent, irrelevant and immaterial, for the reason that no foundation has been laid; upon the further ground that the Government of the United States in making its case and in putting in its testimony could have subpoenaed Mr. McCormick and placed him on the stand; and on the further ground that the testimony offered was given by Mr. McCormick while a witness called by the State of Missouri in the proceeding mentioned.

Mr. Grosvenor: This testimony is introduced for the purpose solely of showing admissions, under the rule of evidence that admissions as to facts made by a party litigant in 4
one suit may be shown in another suit where the same facts are also in issue; and in order to obviate the objection that the testimony is incompetent I offer in evidence, and ask the Examiner to copy into the record, the certificate attached to said testimony, showing that the same is certified to by the Clerk of the Court and by the Chief Justice of the Court.

The testimony and the certificate so offered are as follows:

"Q. Now what was the next company you took over? A. The next was the Aultman & Miller Buckeye Company, November, 1905.

Q. I will ask you if the International of New Jersey had any interest in the stock of the Aultman Miller Company

1 previous to November, 1905? A. Had not; only some of the stockholders of the Harvester Company as individuals, had loaned credit to Judge Vincent, from whom they bought the plant.

Q. At the time you took over the Aultman Miller Company, it was known as the Aultman & Miller Buckeye Co.? A. Yes, sir; that was formed by Judge Vincent.

Q. In 1903, the Aultman Miller Company had failed? A. Yes, sir.

Q. And Judge Vincent had bought it in at a trustee sale? A. Yes, sir; he did.

2 Q. And the stockholders of the International of New Jersey had loaned Judge Vincent money to buy it in? A. They had loaned him credit.

Q. They had endorsed for him at the bank? A. Yes, sir.

Q. They furnished him the means to buy in the property? A. Yes, sir.

Q. So then Judge Vincent organized the Aultman Miller Buckeye as an Ohio corporation? A. Yes, sir.

Q. In that corporation the stockholders of the International of New Jersey were the controlling interest, were they 3 not? A. I think they were. They were not stockholders, because they loaned him credit, they had no interest.

Q. But the stock of the new company was put up as collateral for these notes? A. It may have been, I do not know.

Q. Anyway the money that went into the reorganization of the Buckeye Company was from stockholders of the International? A. Yes, sir; obtained from them.

Q. It was in January, 1903? A. Sometime in 1903.

Q. The Aultman, Miller Buckeye Company was continued through two seasons as their own business? A. Yes, sir.

4 Q. Was that also necessary to collect the bills receivable? A. I don't recollect about the bills receivable. I think that was a plan made by Judge Vincent.

Q. Any way, when it was taken over by the International, November, 1905, these stockholders who had advanced credit they got back, they were reimbursed, the company bought it for cash at the time. They were reimbursed? A. Yes, sir.

Q. During these two seasons the Aultman Miller Buckeye Company was conducted as an independent company? A. Yes, sir; for the sake of furnishing repairs to the Buckeye machines furnished throughout the country, very few Buckeye machines were made.

Q. Who were these stockholders that advanced money or

credit to Judge Vincent? A. I think practically the same 1
list, I read before, Mr. Glessner, Mr. Jones and one or two Deerings, and one or two McCormicks.

Q. They were practically the same ones that had advanced the credit in all this stock purchased? A. With some variations in amounts.

Q. But were from the same list? A. Yes, sir; within the Board of Directors.

Q. Of the American Company? A. No, sir; of the New Jersey Company."

CERTIFICATE. 2

"IN THE SUPREME COURT OF MISSOURI. OCTOBER TERM, 1907.

State of Missouri on the Relation of Herbert S. Hadley, Attorney General,
versus
International Harvester Company of America, a corporation, Respondent.

INFORMATION IN QUO WARRANTO.

STATE OF MISSOURI, SCT. 3

I, J. D. Allen, Clerk of the Supreme Court of the State of Missouri do hereby certify that the foregoing is a full, true and complete transcript of the evidence of Cyrus H. McCormick, taken in the case of *State of Missouri at the Relation of Herbert S. Hadley, Attorney General,* v. *International Harvester Company of America, a corporation,* 'In Quo Warranto', as fully as the same appears of record in my office.

Given under my hand and the seal of said Court, at the City of Jefferson City, Missouri, this 11th day of December, 1912. 4

(SEAL of the Supreme Court of the State of Missouri.)

J. D. ALLEN, *Clerk.*

I, Leroy B. Valliant, Chief Justice of the Supreme Court of the State of Missouri do hereby certify that J. D. Allen is the duly elected and acting Clerk of the Supreme Court of Missouri, and the foregoing attestation is in due form.

LEROY B. VALLIANT
Chief Justice."

1 Mr. Grosvenor: Several days ago, during the testimony of Mr. Ranney, when he first appeared, I introduced certain extracts from the testimony of Mr. Cyrus H. McCormick relating to the Milwaukee option. I believe I stated at that time the purpose of the introduction of the testimony. If I did not state it clearly I wish to state it here: that the same was introduced not as independent evidence, but in order to show that conflicting or inconsistent statements have been made in regard to the Milwaukee option by the defendant International Harvester Company and its officers, and to that extent to discredit the testimony of the defendants in that regard.

2 Mr. McHugh: It is understood that the objection stated above, to the introduction of the last testimony offered, shall apply to all portions of said record which have been offered.

Mr. Grosvenor: It should also appear that those extracts were from the same certified copy as the extracts last above quoted.

It is agreed that each party may have the custody of its own original exhibits and supervise the printing of the same, the printing to be done as soon as possible, each side to furnish the other galley proof and page proof, as has been done
3 heretofore.

It is agreed that the cost of printing the record and the exhibits shall be part of the taxable costs in the case.

Mr. Grosvenor: Counsel for the Government hereby notify counsel for the defendants that the Government will not pay half the expense of printing the voluminous exhibits and recapitulation sheets of dealers introduced in evidence by the defendants; that if the same are to be printed as part of
4 the record the expense thereof must be borne by the defendants. Counsel for the Government agrees, however, that the expense of printing those exhibits may subsequently be taxed as part of the costs in the case.

Mr. McHugh: I accept the notice but do not agree to the conclusion.

It is agreed that the Examiner shall certify to the court the printed record and printed exhibits and all the other exhibits which the parties may not care to have printed. Before such certification counsel shall agree with the Examiner upon what corrections, if any, shall be made in the printed record.

It is stipulated that the defendants will furnish to the Examiner a list of the members of the Finance and Executive Committees of the International Harvester Company of America for each of the years 1902 to 1912, inclusive, the same to be part of the Government's case. 1

Mr. Grosvenor: The petitioner now rests.

ALEXANDER LEGGE, recalled on behalf of the defendants in sur-rebuttal, testified as follows: 2

Direct Examination by Mr. McHugh.

Q. Mr. Legge, you have seen the Claypool letter that has been introduced in evidence?

A. I have.

Q. And you have seen the others that were introduced?

A. Yes, sir, I have seen them.

Q. The letters that were introduced at the time of the testimony of Mr. Perrott?

A. Yes, sir. 3

Q. Those are the ones you have seen?

A. They are.

Q. Does the fact that those letters were issued by the general agent at Fort Dodge to the blockman change your statement that the things stated in those letters were not the policy of the company?

A. No, sir, not in the slightest. The letters produced by the Government were a surprise to us; we had no knowledge whatever of them, and were surprised at this late date that any correspondence of the kind existed. 4

Q. What did you do at Omaha when the existence of this letter was made manifest?

A. Mr. Claypool was called in to explain what had happened to him—

Mr. Grosvenor (interrupting): I object to this as immaterial; conferences between officers of the company are to have no bearing on the issues.

Q. Well, was Mr. Claypool reprimanded?

A. Mr. Claypool was reprimanded, and probably might have been dealt with more severely were it not for the objection offered by yourself—Judge McHugh.

1

Cross-Examination by Mr. Grosvenor.

Q. Mr. Legge, I showed you some circular letters yesterday, with which you are familiar, having attended the hearings, respecting the exclusive clause and the general policy of the company, those circulars having been written to general agents. I called your attention to them yesterday. Did I ask you whether or not you have any circulars or written instructions which were sent out to general agents countermanding or revoking any of the circulars which the Govern-
2 ment introduced in evidence?

A. I think you did ask me that question.

Q. And your answer was that you have no such circulars?

A. I think we have not; I have not searched for them, but I do not believe any exist.

Q. You referred to the introduction of the original exhibit, Petitioner's Exhibit 284, the letter of November 25, 1911, which was introduced at Omaha. You were present when it was introduced?

A. I was.

3 Q. You heard Mr. Daniels' cross-examination in regard to this letter?

A. I did.

Q. You heard him repeatedly refuse to identify the letter?

A. I did.

Q. How soon thereafter did you call in Mr. Claypool?

A. I think it was during the intermission between the Wichita hearing and the Kansas City hearing.

The defendants then rested, and this closed the testimony,
4 except that the record is to be held open for the incorporation therein of such documentary evidence as may later be furnished to the Examiner in accordance with the agreements and stipulations spread upon the record this day.

1

DEFENDANTS' EXHIBIT 1.

COPY.

DEED

McCORMICK HARVESTING MACHINE COMPANY

TO

WILLIAM C. LANE.

2

KNOW ALL MEN BY THESE PRESENTS, that the McCormick Harvesting Machine Company, a corporation of the State of Illinois, Vendor, for and in consideration of the sum of One hundred dollars ($100), lawful money of the United States of America, and of other good and valuable considerations to it paid at and before the ensealing and delivery of these presents by William C. Lane, of the city and State of New York, Vendee, the receipt whereof is hereby acknowledged, has granted, bargained and sold, assigned, transferred and delivered, and by these presents does grant, 3 bargain and sell, assign, transfer and deliver unto the said Vendee, his heirs, executors, administrators and assigns forever, all and singular the factories, plants, buildings, improvements, machinery, patterns, tools, apparatus, fixtures and appliances of the Vendor, and all the patents, inventions, devices, patent rights, licenses, trade-marks, trade-names and good-will of the Vendor, and also all the products manufactured and in process of manufacture, materials, supplies and merchandise of the Vendor, and all and singular its pending contracts for the purchase of property or materials, and for the sale of its manufactured products; also, all interest in 4 fiber lands, and the railroad property of the Vendor and railroad equipment belonging to the Vendor, including the lease which has been agreed upon with the Atchison, Topeka and Santa Fe Railroad Company, as well as all other property of the Vendor appertaining to the Vendor's business of manufacturing and selling harvesting machinery and allied products.

To Have and to Hold the same unto the Vendee, his heirs, executors, administrators and assigns, to and for his and their own proper use and behoof forever.

And the said Vendor, for itself, its successors and assigns,

1 does hereby covenant and agree to and with the said Vendee, his heirs, executors, administrators and assigns, to warrant and defend the sale of the real and personal property, hereby sold, conveyed and transferred unto the said Vendee, his heirs, executors, administrators and assigns, against all and every person and persons whomsoever; and does further covenant and agree to and with the said Vendee, his heirs, executors, administrators and assigns, that the said real and personal property hereby sold and assigned are free and clear of all liens, charges or other incumbrances whatsoever, of every nature and description, and that the said Vendor has good and
2 lawful authority the same to sell and transfer unto the said Vendee. The Vendor further covenants to, from time to time, execute, acknowledge and deliver to the Vendee, his heirs, executors, administrators, and assigns, such further deeds, bills of sale and other instruments of further assurance as to the Vendee shall seem necessary or proper.

In Witness Whereof, the said Vendor has caused these presents to be duly executed in its corporate name by its proper officers, and its corporate seal to be hereunto affixed as of the 12th day of August, 1902.

McCormick Harvesting Machine Company,
3 (SEAL) By Cyrus H. McCormick,
President.

Attest:
Harold F. McCormick,
Secretary.

In the presence of
John J. Daly,
Joseph P. Cotton, Jr.

State of New York }
4 County of New York } ss

I, John J. Daly, a notary public in and for said county in the state aforesaid, do hereby certify that Cyrus H. McCormick, personally known to me to be the president of the McCormick Harvesting Machine Company, and Harold F. McCormick, personally known to me to be the secretary of said company, whose names are subscribed to the foregoing instrument, being by me duly sworn, say and acknowledge that they are respectively such president and secretary; that as such president and secretary they signed and delivered the said instrument of writing as president and secretary of said company, and caused the corporate seal of said company to

be affixed thereto, and that said instrument was signed and 1
sealed on behalf of said corporation pursuant to authority given by the board of directors of said company, as their free and voluntary act and as the free and voluntary act and deed of said company, for the uses and purposes therein set forth.

WITNESS my hand and notarial seal the 12th day of August, 1902.

(SEAL)

JOHN J. DALY,
Notary Public,
Kings County.

(Certificate filed in New York County.) 2

DEFENDANTS' EXHIBIT 2.

(COPY)

DEED.

DEERING HARVESTER COMPANY

TO

WILLIAM C. LANE. 3

KNOW ALL MEN BY THESE PRESENTS, that the Deering Harvester Company, a copartnership, Vendor, for and in consideration of the sum of one hundred dollars ($100), lawful money of the United States of America, and of other good and valuable considerations to it paid at and before the ensealing and delivery of these presents by William C. Lane, of the City and State of New York, Vendee, the receipt whereof is hereby acknowledged, has granted, bargained and sold, assigned, transferred and delivered, and by these presents 4
does grant, bargain and sell, assign, transfer and deliver unto the said Vendee, his heirs, executors, administrators and assigns forever, all and singular the factories, plants, buildings, improvements, machinery, patterns, tools, apparatus, fixtures and appliances of the Vendor, and all the patents, inventions, devices, patent rights, licenses, trade-marks, trade-names and good-will of the Vendor, and also all the products manufactured and in process of manufacture, materials, supplies and merchandise of the Vendor, and all and singular its pending contracts for the purchase of property or materials, and for the sale of its manufactured products; also all coal, iron and

1 steel properties of the Vendor, including its coal and iron lands, steel plant and blast furnaces, as well as all other property of the Vendor appertaining to the Vendor's business of manufacturing and selling harvesting machinery and allied products.

To Have and to Hold the same unto the Vendee, his heirs, executors, administrators and assigns, to and for his and their own proper use and behoof forever.

And the said Vendor, for itself, its successors and assigns, does hereby covenant and agree to and with the said Vendee, his heirs, executors, administrators and assigns, to warrant
2 and defend the sale of the real and personal property, hereby sold, conveyed and transferred unto the said Vendee, his heirs, executors, administrators and assigns, against all and every person and persons whomsoever; and does further covenant and agree to and with the said Vendee, his heirs, executors, administrators and assigns, that the said real and personal property hereby sold and assigned are free and clear of all liens, charges or other incumbrances whatsoever, of every nature and description, and that the said Vendor has good and lawful authority the same to sell and transfer unto the
3 said Vendee. The Vendor further covenants to, from time to time, execute, acknowledge and deliver to the Vendee, his heirs, executors, administrators, and assigns, such further deeds, bills of sale and other instruments of further assurance as to the Vendee shall seem necessary or proper.

In Witness Whereof, the said Vendor has caused these presents to be duly signed in the name of said firm by the members thereof, as of the 12th day of August, 1902.

Deering Harvester Company
Charles Deering

James Deering
4 By Charles Deering
Attorney-in-fact

Richard F. Howe,
By Charles Deering
Attorney-in-fact.

In the presence of
Joseph P. Cotton, Jr.
John J. Daly.

1

STATE OF NEW YORK, }
County of New York. } ss:

I, JOHN J. DALY, a notary public in and for the said county, in the state aforesaid, do hereby certify that Charles Deering, personally known to me and known to me to be the same person who subscribed the name of the firm "Deering Harvester Company" to the foregoing instrument, and personally known to me to be a member of said firm, appeared before me this day in person and acknowledged that he signed, sealed and delivered the said instrument as his free and voluntary act 2
and deed, and as the free and voluntary act and deed of said firm, for the uses and purposes therein set forth; and further that he signed said instrument on his own behalf, and also signed the same on behalf of Richard F. Howe as his attorney in fact and on behalf of James Deering as his attorney in fact, and that he was duly authorized by said Richard F. Howe and by said Charles Deering to sign said instrument on their behalf respectively.

WITNESS my hand and notarial seal this 12th day of August, 1902.

3

JOHN J. DALY,
(SEAL) Notary Public,
Kings County,
Certificate filed in New York County.

DEFENDANTS' EXHIBIT 3.

COPY.

DEED.

4

WARDER, BUSHNELL AND GLESSNER CO.

TO

WILLIAM C. LANE.

KNOW ALL MEN BY THESE PRESENTS, that the Warder, Bushnell and Glessner Co., a corporation of the State of Ohio, Vendor, for and in consideration of the sum of one hundred dollars ($100), lawful money of the United States of America, and of other good and valuable considerations

1 to it paid at and before the ensealing and delivery of these presents by William C. Lane, of the city and State of New York, Vendee, the receipt whereof is hereby acknowledged, has granted, bargained and sold, assigned, transferred and delivered, and by these presents does grant, bargain and sell, assign, transfer and deliver unto the said Vendee, his heirs, executors, administrators and assigns forever, all and singular the factories, plants, buildings, improvements, machinery, patterns, tools, apparatus, fixtures and appliances of the Vendor, and all the patents, inventions, devices, patent rights, licenses, trade-marks, trade-names and good-will of the Vend-
2 or, and also all the products manufactured and in process of manufacture, materials, supplies and merchandise of the Vendor, and all and singular its pending contracts for the purchase of property or materials, and for the sale of its manufactured products, as well as all other property of the vendor appertaining to the Vendor's business of manufacturing and selling harvesting machinery and allied products; excepting, however, from this conveyance all cash and accounts and bills receivable of the Vendor.

To Have and to Hold the same unto the Vendee, his heirs,
3 executors, administrators and assigns, to and for his and their own proper use and behoof forever.

And the said Vendor, for itself, its successors and assigns, does hereby covenant and agree to and with the said Vendee, his heirs, executors, administrators and assigns, to warrant and defend the sale of the real and personal property hereby sold, conveyed and transferred unto the said Vendee, his heirs, executors, administrators and assigns, against all and every person and persons whomsoever; and does further covenant and agree to and with the said Vendee, his heirs, executors, administrators and assigns, that the said real and personal
4 property hereby sold and assigned are free and clear of all liens, charges or other incumbrances whatsoever, of every nature and description, and that the said Vendor has good and lawful authority the same to sell and transfer unto the said Vendee. The Vendor further covenants to, from time to time, execute, acknowledge and deliver to the Vendee, his heirs, executors, administrators and assigns, such further deeds, bills of sale and other instruments of further assurance as to the Vendee shall seem necessary or proper.

In Witness Whereof, the said Vendor has caused these 1
presents to be duly executed in its corporate name by its proper officers, and its corporate seal to be hereunto affixed as of the twelfth day of August, 1902.

Warder, Bushnell and Glessner Co.,
by J. J. Glessner,
Vice President.

Attest:
G. B. Glessner
Secretary.
(SEAL)

In the presence of: 2
Joseph P. Cotton, Jr.
John J. Daly

State of New York, }
County of New York, } ss.:

I, John J. Daly, a notary public in and for said county, in the State aforesaid, do hereby certify that John J. Glessner personally known to me to be the vice-president of the Warder, Bushnell and Glessner Co., and G. B. Glessner personally known by me to be the secretary of said company, whose 3
names are subscribed to the foregoing instrument, being by me duly sworn, say and acknowledge that they are respectively such vice-president and secretary; that as such vice-president and secretary they signed and delivered the said instrument of writing as vice-president and secretary of said company, and caused the corporate seal of said company to be affixed thereto, and that said instrument was signed and sealed on behalf of said corporation pursuant to authority given by the board of directors of said company, as their free and voluntary act and as the free and voluntary act and deed of said 4
company, for the uses and purposes therein set forth.

Witness my hand and notarial seal this twelfth day of August, 1902.

John J. Daly,
Notary Public,
Kings County.

(NOTARIAL SEAL)

Certificate filed in New York County.

1

DEFENDANTS' EXHIBIT 4.

(COPY)

DEED.

PLANO MANUFACTURING COMPANY

TO

WILLIAM C. LANE.

2

KNOW ALL MEN BY THESE PRESENTS, that the Plano Manufacturing Company, a corporation of the State of Illinois, Vendor, for and in consideration of the sum of one hundred dollars ($100), lawful money of the United States of America, and of other good and valuable considerations to it paid at and before the ensealing and delivery of these presents by William C. Lane, of the city and State of New York, Vendee, the receipt whereof is hereby acknowledged, has granted, bargained and sold, assigned, transferred and deliv-
3 ered, and by these presents does grant, bargain and sell, assign, transfer and deliver unto the said Vendee, his heirs, executors, administrators and assigns forever, all and singular the factories, plants, buildings, improvements, machinery, patterns, tools, apparatus, fixtures and appliances of the Vendor, and all the patents, inventions, devices, patent rights, licenses, trade-marks and good-will of the Vendor, and also all the products manufactured and in process of manufacture, materials, supplies and merchandise of the Vendor, and all and singular its pending contracts for the purchase of property or materials and for the sale of its manufactured prod-
4 ucts, and also all interests of the Vendor in the Chicago Malleable Casting Company and the Chicago, West Pullman and Southern Railway Company and all property thereof, as well as all other property of the Vendor appertaining to the Vendor's business of manufacturing and selling harvesting machinery and allied products.

To Have and to Hold the same unto the Vendee, his heirs, executors, administrators and assigns, to and for his and their own proper use and behoof forever.

And the said Vendor, for itself, its successors and assigns, does hereby covenant and agree to and with the said Vendee, his heirs, executors, administrators and assigns, to warrant

and defend the sale of the real and personal property hereby 1
sold, conveyed and transferred unto the said Vendee, his heirs, executors, administrators and assigns, against all and every person and persons whomsoever; and does further covenant and agree to and with the said Vendee, his heirs, executors, administrators and assigns, that the said real and personal property hereby sold and assigned are free and clear of all liens, charges or other incumbrances whatsoever, of every nature and description, and that the said Vendor has good and lawful authority the same to sell and transfer unto the said Vendee. The Vendor further covenants to, from time to
time, execute, acknowledge and deliver to the Vendee, his 2
heirs, executors, administrators and assigns, such further deeds, bills of sale and other instruments of further assurance as to the Vendee shall seem necessary or proper.

In Witness Whereof, the said Vendor has caused these presents to be duly executed in its corporate name by its proper officers, and its corporate seal to be hereunto affixed as of the twelfth day of August, 1902.

Plano Manufacturing Company,
(SEAL) by W. H. Jones
President 3

Attest
O. W. Jones
Secretary.
In the presence of:
Archer Brown
Joseph P. Cotton Jr.

State of New York, }
County of New York, } ss.:

I, John J. Daly, a notary public in and for said county,
in the state aforesaid, do hereby certify that William H. Jones 4
personally known to me to be the president of the Plano Manufacturing Company, and O. *N*. Jones personally known by me to be the secretary of said company, whose names are subscribed to the foregoing instrument, being by me duly sworn, say and acknowledge that they are respectively such president and secretary; that as such president and secretary they signed and delivered the said instrument of writing as president and secretary of said company, and caused the corporate seal of said company to be affixed thereto, and that said instrument was signed and sealed on behalf of said corporation pursuant to authority given by the board of directors of said

1 company, as their free and voluntary act and as the free and voluntary act and deed of said company, for the uses and purposes therein set forth.

WITNESS my hand and notarial seal this twelfth day of August, 1902.

JOHN J. DALY
(SEAL) Notary Public, Kings County.
Certificate filed in New York County.

2 DEFENDANTS' EXHIBIT 5.

(COPY)

KNOW ALL MEN BY THESE PRESENTS: that the MILWAUKEE HARVESTER COMPANY, a corporation of the state of Wisconsin, Vendor, for and in consideration of the sum of one hundred dollars ($100), lawful money of the United States of America, and of other good and valuable considerations to it paid at and before the ensealing and delivery of these presents by WILLIAM C. LANE of the city and state of New York, Vendee, the receipt whereof is hereby
3 acknowledged, has granted, bargained, sold, assigned, transferred and delivered, and by these presents does grant, bargain, sell, assign, transfer and deliver unto the said Vendee, his heirs, executors, administrators and assigns forever, all and singular the factories, plants, buildings, improvements, machinery, patterns, tools, apparatus, fixtures and appliances of the Vendor, and all the patents, inventions, devices, patent rights, licenses, trade-marks, trade names and good will of the Vendor, and also all the products manufactured and in process of manufacture, materials, supplies and merchandise
4 of the Vendor, and all and singular its pending contracts for the purchase of property or materials and for the sale of its manufactured products, and all bills receivable by said Milwaukee Harvester Company, as well as all other property of the Vendor appertaining to the Vendor's business of manufacturing and selling harvesting machinery and allied products, subject to the payment by the Vendee of all debts, obligations and liabilities of said Milwaukee Harvester Company.

TO HAVE AND TO HOLD the same unto the Vendee, his executors, administrators and assigns, to and for his and their own proper use and behoof forever.

And the said Vendor, for itself, its successors and assigns, does hereby covenant and agree to and with the said Vendee, his executors, administrators and assigns, to warrant and de-

fend the sale of the real and personal property hereby sold, 1
conveyed and transferred unto the said Vendee, his heirs, executors, administrators and assigns, against all and every person and persons whomsoever; and does further covenant and agree to and with the said Vendee, his heirs, executors, administrators and assigns, that the said real and personal property hereby sold and assigned are free and clear of all liens, charges or other incumbrances whatsoever, of every nature and description, except as to the debts, obligations and liabilities aforesaid, and that the said Vendor has good and lawful authority the same to sell and transfer unto the said
Vendee. The Vendor further covenants to, from time to time, 2
execute, acknowledge and deliver to the Vendee, his heirs, executors, administrators and assigns, such further deeds, bills of sale and other instruments of further assurance as shall seem necessary or proper.

In Witness Whereof the said Vendor has caused these presents to be duly executed in its corporate name by its proper officers, and its corporate seal to be hereunto affixed, as of the 11th day of August, 1902.

Milwaukee Harvester Company,

In presence of
Adria L. Blaisdell
Bessie M. Richards

By Geo. P. Miller 3
President.

Attest:
Arthur W. Fairchild
Secretary.

State of Wisconsin }
Milwaukee County } ss.

Personally came before me this 11th day of August, 1902, the above named George P. Miller and Arthur W. Fairchild, to me personally known, who being by me first duly sworn,
did say that the said George P. Miller is the president and the 4
said Arthur W. Fairchild is the secretary of the Milwaukee Harvester Company, and that the seal attached to the foregoing instrument is the corporate seal of said corporation, and that said instrument was signed and sealed in behalf of said corporation by authority of its board of directors; and said George P. Miller and Arthur W. Fairchild acknowledged said instrument to be the free act and deed of said corporation.

Adria L. Blaisdell
Notary Public,
Milwaukee County,
Wisconsin.

(SEAL)

My Commission expires Oct. 5, 1902.

1

DEFENDANTS' EXHIBIT 6.

(COPY)

DEED

WILLIAM C. LANE

TO

INTERNATIONAL HARVESTER COMPANY.

2

KNOW ALL MEN BY THESE PRESENTS, that I, WILLIAM C. LANE, of the City and State of New York, Vendor, for good and valuable considerations by me duly received before the ensealing and delivery of these presents, from the INTERNATIONAL HARVESTER COMPANY, Vendee, a corporation of the State of New Jersey, have granted, bargained and sold, assigned, transferred and delivered, and by these presents do grant, bargain and sell, assign, transfer and deliver to said Vendee, its successors and assigns, all
3 and singular the factories, plants, buildings, improvements, machinery, patterns, tools, apparatus, fixtures and appliances, patents, inventions, devices, patent rights, licenses, trade-marks, trade-names and good-will, and products manufactured and in process of manufacture, materials, supplies and merchandise, and all and singular all pending contracts for the purchase of property or materials, and for the sale of manufactured products, and all other property and rights of any kind whatsoever which have been or may be conveyed to me by the following-named manufacturers of harvesting machinery and allied products respectively:

4 McCormick Harvesting Machine Company.
Deering Harvester Company.
Plano Manufacturing Company.
Warder, Bushnell and Glessner Co.
Milwaukee Harvester Company.

To HAVE AND TO HOLD the same unto the Vendee, its successors and assigns, to and for its and their own proper use and behoof forever.

The Vendor expressly covenants and agrees that all covenants and conditions existing in favor of the Vendor under the provisions of said deeds to the Vendor from the manu-

facturers above named shall enure to the benefit of the Vendee 1
hereunder.

The Vendor further covenants and agrees to from time to time execute, acknowledge and deliver to the Vendee, its successors and assigns, such further deeds, bills of sale and other instruments of further assurance as to the Vendee shall seem necessary or proper.

In Witness Whereof, said William C. Lane hereunto set his hand and seal this 13th day of August, 1902.

And Caroline H. Lane, the wife of said William C. Lane, joins in this conveyance for the purpose of releasing and conveying all her dower and right of dower and of homestead, 2
and all her other rights, statutory or otherwise, under the laws of any of the states in which any of the property hereby conveyed may be situate.

Wm. C. Lane (SEAL)
Caroline H. Lane (SEAL)
by Wm. C. Cox
Atty. in fact.

State of New York, }
County of New York, } ss: 3

I, John J. Daly, do hereby certify that William C. Lane, personally known to me to be the same person whose name is subscribed to the foregoing instrument, appeared before me this day in person, and acknowledged that he signed, sealed and delivered the said instrument as his free and voluntary act and deed, for the uses and purposes therein set forth.

Given under my hand and seal this 13th day of August, A. D. 1902.

John J. Daly
(NOTARIAL SEAL) Notary Public, 4
Kings County.

Certificate filed in New York County.

1

State of New York, }
County of New York, } ss.:

I, John J. Daly, a Notary Public, do hereby certify that William C. Cox, attorney in fact for Caroline H. Lane, wife of William C. Lane, who is personally known to me to be the same person whose name as said attorney is subscribed to the foregoing instrument, appeared before me this day in person and acknowledged that, in the name of the said Caroline H. Lane, and for her and on her behalf, and as her attorney in
2 fact, he signed, sealed and delivered the said instrument as the free and voluntary act and deed of the said Caroline H. Lane, for the uses and purposes therein set forth.

Given under my hand and seal this 13th day of August, 1902.

John J. Daly
Notary Public,
Kings County.

(NOTARIAL SEAL)

Certificate filed in New York County.

3

4

DEFENDANTS' EXHIBIT 68. 1

Acme Dealers in United States Who Have Contracts for Sale of Acme Harvesting Machinery.

(Introduced in testimony of George Hildebrandt, Treas. of Acme Harvesting Machine Co.)

Atlantic, Iowa, C. P. Merridith
Ansley, Nebr., J. D. Knapp
Aurora, Nebr., W. G. Dorland
Auburn, Nebr., McKinney & Armstrong
Ashland, Nebr., W. E. Barber
Almo, Nebr., Byers' Lbr. Co.
Alva, Nebr., F. H. Denman
Audubon, Ia., Oelhe & Co.
Adams, Nebr., H. J. Merrich & Co.
Akron, Colo., C. N. Yeomans
Avoca, Nebr., Johnson Hdw. & Imp. Co.
Abbott, Nebr., Robt. Taylor
Arapahoe, Nebr., A. Benjamin
Atwood, Kans., W. C. Thomas
Alexandria, Nebr., J. E. Reinholtz
Albion, Nebr., F. L. Creamer

Blue Hill, Neb., Jacob Schumch
Benkleman, Neb., G. W. Drulener
Belgrade, Neb., E. D. Martin
Bruning, Neb., Geo. J. Wilken
Beatrice, Neb., Beatrice Transfer Co.
Brainard, Neb., Anton Sabato
Bartlett, Neb., L. N. Sinn
Barnestown, Neb., J. A. Spencer
Bertrand, Neb., Sandstrom & Johnson
Beaver Crossing, Neb., Evans & Roland
Bellwood, Neb., W. H. Grant
Berlin, Nebr., L. F. Fredi
Bladen, Neb., Jacob Shunk
Bloomington, Neb., A. R. Bailey
Burr, Neb., John Brennan
Bedford, Ia., W. H. Lake
Byron, Neb., C. A. Somers
Beaver City, Nebr., Axtell Hdw. Co.
Broadwater, Nebr., J. R. Winshell
Bartley, Nebr., C. H. Russell & Son
Blair, Nebr., E. R. Lindstrom
Biemer, Nebr., A. Mueller
Broken Bow, Nebr., Geo. Willing
Benson, Nebr., Jas. McGuire
Burnell, Nebr., Taylor & DeSashmitt
Bird City, Ks., Shahan & Son

Columbus, Nebr., Albert Klug
Cainsville, Mo., A. Biddeson
Crete, Neb., Wm. Braur
Cowels, Nebr., Hivet & Boren
Campbell, Neb., Dolar Rolier
Comstock, Nebr., Stone Bros. Imp. Co. 2
Cook, Neb., J. F. Kuse
Central City, Neb., Zanzow Bros.
Cumberland, Ia., Calvin Antrim
Corning, Ia., G. E. Brown
Cedar Bluff, Nebr., D. Young
Council Bluff, Ia., Wallace & Giese
Curtis, Neb., S. K. Brown
Clarkson, Neb., Bupacek-Mahoosky
Callaway, Neb., Victor Blixt
Cambridge, Nebr., McKippip & Sons
Cadmus, Neb., Henry Radcliffe
Culbertson, Nebr., Breel Foerster 3
Clarinda, Ia., Craighead & Otte
Cedar Rapids, Nebr., Hutchinson & Roberts
Cambridge, Nebr., Perry & Ber Co.
Cairo, Nebr., C. B. Case
Clay Center, Nebr., Swanson Bros.
Cushing, Nebr., Roy Meyers
Craig, Nebr., Aug. Carlson
Creston, Ia., L. D. McDonald
Carleton, Nebr., Fitzemmons & Wernies
Chester, Nebr., James Wilson
Coterfield, Nebr., C. M. Pederson 4
Cozad, Nebr., C. K. Brown & Son
Creek, Nebr., E. Janka
Clarks, Nebr., Ed. Woodhouse
Carson, Iowa, Putnam & Christy
Chappell, Neb., Chappell Lbr. & Hdw. Co.
Callaway, Neb., L. Anderson
Clarkson, Nebr., Wolf & Witck
Craig, Neb., Bovie Imp. Co.
Cedar Creek, Nebr., Cedar Creek Lbr. Co.

Dalton, Nebr., W. N. Foster
Deweese, Ia., Boomer Imp. Co.

1 Dunning, Nebr., C. L. Barrett
DeWitt, Nebr., D. M. Pine
Davenport, Nebr., Boomer, Nebr.
Deshler, Neb., Deshler Hdw. & Imp. Co.
Dorchester, Nebr., John Freeauf
Dunlap, Ia., Dunlap Supply Co.
David City, Nebr., Butler Co., Imp. Co.
Douglas, Nebr., W. J. McGinty
Dannebrog, Neb., A. A. Jansen
Diagonal, Ia., Simpson & Johnson Co.
Douglas, Nebr., A. V. Pruyor
2 Dodge, Neb., V. J. Yunek

Elk Creek, Neb., Karos & Kapp
Edgar, Nebr., Boomer Imp. Co.
Elm Creek, Nebr., J. H. Maher
Elliott, Nebr., Elliott Imp. Co.
Elmwood, Nebr., G. A. Shoestall
Essex, Ia., Sederburg & Butler
Elgin, Nebr., Glen H. Wilcox
Elsie, Neb., C. F. Schurtz
Elkhorn, Nebr., H. A. Mochleman
Elyria, Nebr., F. Zulkoski
Eustis, Neb., J. L. Easterday
3 Eagle, Nebr., Venner & Anderson
Elm Creek, Neb., J. L. Daul

Firth, Nebr., Peter Poort
Funk, Nebr., Hallgren & Williams
Fullerton, Nebr., K. C. Knudson
Fontonella, Ia., C. P. Disbrow
Franklin, Neb., C. Davis
Ft. Calhoun, Nebr., Henry Schmidt
Fairmont, Nebr., Soren C. Sorenson
Ft. Morgan, Colo., Paterson Hdw. & Imp. Co.

4 Genoa, Nebr., Axel Hanson
Germantown, Neb., Chas. Koch
Gresham, Nebr., David Yung Co.
Greenfield, Ia., Independent Imp. Co.
Griswold, Ia., C. P. Merrideth
Guide Rock, Neb., J. S. Marsh
Grand Island, Neb., Henry Stratman
Glenwood, Ia., L. E. Geil
Giltner, Nebr., C. D. Chapman
Grand River, Ia., Geo. Loyd
Gothenburg, Nebr., L. J. Riley
Grant, Nebr., C. C. Lyons
Gibbons, Nebr., Walker & Wallace
Greeley, Colo., E. H. Sopu
Gravity, Iowa, J. A. Goebler

Greeley, Neb., Nelson & Andre
Gothenburg, Neb., H. Jansen

Hastings, Nebr., Jones & Brandes
Haxton, Colo., Lindbloom & Hansen
Harward, Nebr., Schwenk & Bieck
Holdredge, Nebr., A. S. Kallberg Imp. Co.
Hancock, Ia., VanBeck & Everhart
Harlan, Ia., C. J. Hanson
Hallam, Nebr., Joseph Rocke
Heisley, Nebr., Warr & Leisher
Harbine, Nebr., Koening & Co.
Helvey, Nebr., Frank Schmole
Herman, Nebr., Frank Erickson
Hooper, Nebr., A. E. Tuneburg
Herndon, Kans., L. L. Fougist
Holbrook, Nebr., J. S. Bohbaugh
Henderson. Nebr., J. J. Klipperstein
Haiglee, Nebr., Roach Bros.
Hemingford, Neb., Rocky & Son
Holstein, Neb., L. E. Clark
Hickman, Neb., David Steele

Indianola, Nebr., C. H. Russell & Son
Imperial, Neb., O. J. Sroufe
Indianola, Neb., E. G. Caine & Co.
Irvington, Nebr., K. I. Powell

Julesburg, Colo., Aug. Fisher
Jansen, Neb., Freisen & Co.
Johnson, Nebr., Chas. F. Ernst
Julian, Nebr., Brown & Blanc

Kennard, Nebr., H. A. Larsen
Keystone, Nebr., Welpton Lumber Co.
Kearney, Nebr., L. Friedrich
Kimball, Nebr., Geo. H. Gunderson

Lawrence, Nebr., Boomer Imp. Co.
Louisville, Nebr., C. J. Pankonin
Lenox, Ia., G. N. Martin
Lorimor, Ia., J. S. Hylton
Lindsay, Nebr., Frank Hough
Liberty, Nebr., Huntington & Wilson
Lyons, Nebr., J. Schumway & Son
Logan, Nebr., W. F. Kerns
Lexington, Neb., V. J. Hull
Lamar, Nebr., Andrews & Son
Leigh, Nebr., Navrkal & Walken
Leshara, Nebr., W. Kammer
Litchfield, Nebr., G. W. Lang
Lodge Pole, Neb., Persinger & Jewett

Milligan, Neb., Adolph Zeman
McDonald, Ks., J. L. Finley
Minden, Nebr., Christeanson & Hanson
Milford, Nebr., W. C. Kline
Mitchell, Nebr., Rosebrough & Co.
Missouri Valley, Ia., V. T. Tamisiea
Malmo, Neb., Robt. L. Edstrom
Murray, Ia., S. P. Arnold & Son
Murray, Nebr., Farmers Elev. Co.
Millard, Neb., Von Dorran Bros.
Malvern, Ia., A. A. Andrews
Malcom, Nebr., L. D. Dunham
Macksburg, Ia., Henry Jordon
Maloy, Ia., McCracken Griffey Co.
Mascot, Nebr., Henry Grosenbock
Marion, Nebr., H. A. Reid & Co.
Murdock, Nebr., W. Gehets
Mt. Ayr, Ia., Chas. Teale

Nelson, Nebr., W. C. Hein
North Loup, Nebr., S. L. Feister
Nora, Nebr., Greenard & Woodhead Co.
Naponee, Neb., J. F. Schueman
Nickerson, Neb., L. L. Karnes Merc. Co.
North Platte, Nebr., Knox & Walters
Nebraska City, Neb., Nebr. City Prod. Co.
Newman Grove, Neb., H. M. Claney
Nodaway, Ia., Conway Bros.

Ogallala, Nebr., D. Harrington
Oconto, Nebr., A. J. Watkins
Orient, Ia., C. I. Wiley
Odell, Nebr., F. H. Sible
Ovia, Colo., Western Hdw. & Sup. Co.
Orleans, Nebr., T. H. Manning
Osceola, Ia., Mullen Bros.
Orig, Nebr., Fred Swanson
Overton, Nebr., J. M. Pullen
Ohiowa, Nebr., A. E. Krupecha
Oakland, Nebr., Peterson & Larson

Petersburg, Neb., Henry Laxterkamp
Pine Bluff, Wyo., M. Ekstrom
Precept, Nebr., H. Williams
Platte Center, Neb., J. P. Keating
Paul, Nebr., M. Kreifels
Pleasant Vale, Neb., E. J. Newton
Palisade, Neb., Blum & Meister
Polk, Neb., R. H. Thesing

Prague, Neb., Louis Rose 1
Percival, Ia., E. C. Hutchinson
Prescott, Ia., Bahanan & Johnson
Papillion, Nebr., W. Megel
Potter, Nebr., Peter Hanson

Red Cloud, Neb., Pope Bros.
Red Oak, Ia., Whitaker Imp. Co.
Riverton, Neb., J. E. Morris
Rochville, Neb., E. T. Kazel
Republican City, Neb., F. A. Massey
Richfield, Nebr., A. O. Reis
Ravena, Nebr., Geo. M. Rueting

2

Scotts Bluffs, Nebr., E. E. Maxon
Schuyler, Nebr., E. Thos. Hrubersky
Sutherland, Neb., F. A. Cox
Sidney, Nebr., C. E. Harper
Sterling, Colo., Platte Valley Lbr. Co.
Smyrna, Neb., Geo. T. Stuthut
Stratton, Nebr., C. B. Diehle
Syracuse, Nebr., Kuenning, Seymour & Joyce
Shickley, Neb., C. A. Johnson
Stransburg, Neb., Alex Scott
Superior, Neb., Fitzgerald & McKeown 3
St. Francis, Kans., E. E. DeRoy Danielson
Stockham, Neb., Grosshans Bros.
Sargent, Neb., Clarence Metcalf
Sharpsburg, Ia., Clyde Miller
St. Marys, Ia., Lippola & Lippola
Schickley, Nebr., Long & Wennerstein
Stockham, Neb., M. G. Fuehres
Swanton, Nebr., Dan'l Yost
Shelton, Nebr., Jacob Kerns
Shannon City, Ia., Ott L. Martin
Stanton, Ia., Blade Bros.
Silver Creek, Neb., Creloka & Torson 4
Sutton Neb., Sutton Garage & Mch. Co.
Stanton, Neb., E. B. Carleton
Stella, Neb., H. C. Frankell
Seneca, Neb., H. D. Uhler
St. Edwards, Neb., Clark Lumber Co.
St. Libory, Neb., W. K. Leschensky
Snyder, Nebr., W. J. Wolsleger

Truro, Ia., E. J. Sinn
Trenton, Neb., J. H. Thomas
Tabor, Ia., W. B. Bell Imp. Co.
Torrington, Wyo., Elquest Hdw. Co.
Tobias, Nebr., James Fisher

1 Talmage, Neb., W. J. Ritter
Thurman, Ia., E. C. Hutchinson
Thedford, Ia., Odell & Sprague
Tecumseh, Neb., J. W. Herrington
Taylor, Neb., J. G. Wirseg

Uehling, Nebr., Larson Bros.
Ulysses, Nebr., Ulysses Imp. Co.

Valpariso, Neb., Jamison Bros.
Van Meter, Ia., D. T. Griffith
Villisca, Ia., The Baues Store
Venango, Neb., Grothman Bros.
2 Valley, Nebr., Clark & Johnson Co.
Verdon, Neb., L. G. Frankell

Walbach, Neb., H. A. Almonrad
Waco, Neb., L. W. Steffen
Wabash, Nebr., Wabash Grain Co.
Wauneta, Nebr., Jos. Dudek
Wilsonville, Neb., E. W. Parker
Wymore, Neb., Kelley Bros. Imp. Co.
West Point, Neb., John Schueth
Wisner, Neb., West Bros.
Walnut, Ia., H. P. Koll & Co.
Waterloo, Neb., Waldron Seed Co.
Wallace, Nebr., A. B. Nicholas & Co.
Woodville, Neb., Geo. J. Clark
Wilber, Neb., Prucha Son & Co.
Waverly, Neb., A. O. Anderson
Western, Neb., Sam'l Lange
Weldon, Ia., C. H. Fisher
Washington, Neb., H. E. Lyons

Yorktown, Ia., J. H. Gwynn
York, Neb., W. F. Rankin
Yuma, Colo., Gardner-Ritchey Hdw. Co.

Avon, Minn., Ed. Schmid
Amery, Wisc., O. H. Christenson
Appleton, Minn., Meuer Bros.
Arlington, Minn., H. J. Moskop
Alma Center, Wisc., N. H. Merrill
3 Anoka, Minn., Schaefer Bros.
Asbury, Minn., F. E. Monson
Alma, Wisc., August Hitt
Albany, Minn., Richter & Schellin
Atwater, Minn., Andrew Anderson
Augusta, Wisc., A. C. Mohr
Annandale, Minn., Roy Witherbee

Buffalo, Minn. H. T. Ordorff
Big Lake, Minn. A. J. Johnson
Bird Island, Minn. J. M. Olson
Biscay, Minn. Filepe & Novak
4 Braham, Minn. Nelson Pundquist Lbr. Co.
Bethel, Minn. L. Robinson
Barnum, Minn. M. Christianson
Bertha, Minn. Bertha Hdwe. Co.
Buffalo Lake, Minn. Reep Bros.
Black River Falls, Wisc. J. Livingston
Benson, Minn. John A. Olson
Borrow, Wisc. Dahl & Co.
Bonsgard, Minn. Bonsgard Imp. Co.
Brook Park, Minn. Minnesota Land Co.
Brownton, Minn. Fred Ellis
Boyceville, Minn. Oscar Olson
Bloomer, Wisc. Fink & Ulander
Baldwin, Wisc. Wm. Donkersgold
Browns Valley, Minn. F. A. Munroe
Boyd, Minn. Otto Schmidt
Buckman, Minn. James A. Dangel
Belle Plain, Minn. Ernst Vinkemier
Bluffton, Minn. Jas. Ahles
Beldenville, Wisc. L. Larson & Son,
Belview, Minn. R. E. Gryding

Carlos, Minn. Frank Suckow
Credit River, Minn. J. H. White
Colfax, Wisc. Running Martin & Co.
Chippewa Falls, Wisc. Chas. Heinneman
Clara City, Minn. Clara City, Merc. Co.
Chili, Wisc. H. Degener
Clear Lake, Wisc. A. A. Holliday
Cockrane, Wisc. A. H. Rohrer
Centuria, Wis. Franke Handlos
Carlton, Minn. James Dumphey
Chetek, Wisc. J. A. Pachner & Son
Chanhassen, Minn. O. M. Pauly
Corell, Minn. F. D. Vaughn
Clarkfield, Minn. Friberg Bros.
Calloway, Minn. Geo. Tillman
Cushing, Minn. Kjeldegard & Co.
Cambridge, Minn. C. W. Patsold

Darlington, Minn. Fredrickson Brown
Danvers, Minn., Rykken & Teigen

Duluth, Minn. Chas. A. Gustafson
Donnelly, Minn. E. P. Peck
Dodge, Wisc. J. A. Rezab
Delano, Minn. E. F. Zeibarth
Dawson, Minn. Dawson Imp. Co.
Downing, Minn. Jess McDonald
Delhi, Minn. Johnson & Co.
Detroit, Minn. W. M. Brown
Dassel, Minn. Farmers Co-Op Co.
Dent, Minn. Edw. Van Antwerp

Eau Claire, Wis. Moe & Kaiser
Eagle Bend, Minn. John A. Miller
Echo, Minn. Melcher & Olson
Elko, Minn. A. J. Ring
Elrosa, Minn. H. H. Verkenris
Evansville, Minn. Lindstrom & Peterson

Farmington, Minn. M. C. Champion
Franklin, Minn. Olof Nelson
Findlayson, Minn. Herman Holznagle
Frazee, Minn. Peter Schmidt
Forest Lake, Minn. David E. Young
Foley, Minn. Varner Bros.
Forreston, Minn. Forreston Hdwe. Co.
Freeport, Minn. Schoener & Benolken
Fairchild, Wis. F. Zank & Son
Fergus Falls, Minn. O. H. Weiby
Foxhome, Minn. S. E. Stenssy

Grantsburg, Wisc. V. E. Hawley & Co.
Gaylord, Minn. Gaylord Hdwe. Co.
Glencoe, Minn. F. H. Kohler
Glenwood, Minn. Torrens Bros.
Galesville, Wisc. Richard Groves
Graceville, Minn. Rice Bros.
Grey Eagle, Minn. Fuller & Callahan
Georgeville, Minn. Co-op. Farmers Co.
Gibbon, Minn. Gibbons Imp. Co.
Grayling, Minn. P. M. Olson
Granite Falls, Minn. B. G. Johnson

Howard Lake, Minn. H. G. Strache
Hector, Minn. Schwartzkoff Bros.
Hutchinson, Minn. Langfett & Co.
Hugo, Minn. Gregorie & Morisette
Hudson, Wisc. Farmers Elev. Co.
Hanley Falls, Minn. A. H. Ristvedt & Co.
Holdingford, Minn. Bielejeski Bros.

Hewitt, Minn. Chase & Holly
Hinckley, Minn. Folsom Bros. Fucht & Co. 1
Hopkins, Minn. Kacourek & Breu
Harris, Minn. Jno. Willig

Isanti, Minn. E. C. Brandes

Johnson, Minn. Winter Bros.
Jordan, Minn. Fred Habegger

Kerkhaven, Minn. The Farmers Exchange
Kasson, Minn. Frank Renning 2

Loretta, Minn. John Loose
Laydsmith, Wisc. J. L. Ryall
Little Falls, Minn., Henry Mathe

Mayer, Minn. Fred Scheidegger
Marietta, Minn. J. P. Larson
Maynard, Minn. A. O. Vold
Mendota, Minn. John Drews
Milaca, Minn. Milaca Live Stock & Pro. Co.
Madison, Minn. Peterson & Bendel
Menominee, Minn. J. J. Carter 3
Minneapolis, Minn. Peter Faber
Montevideo, Minn. Rubertus Bros.
Murdock, Minn. M. H. Hanson
Mora, Minn. W. L. Anderson
Milan, Minn. C. M. Thompson
Montrose, Minn. R. Stevens
Motley, Minn. G. W. Mosher
Moose Lake, Minn. Jake Rusel
Minneapolis, Minn. Mpls. Cron Store Co.
Milltown, Wisc. Milltown Merc. Co.

Nashua, Minn. M. Schuster 4
New London, Minn. New London Farmers Store
New Prague, Minn. Tenna & Hensel
Neillsville, Wisc. Seif & Stetlch
North Branch, Minn. Olson & Bergwell

Osseo, Wisc. Tom Lansdale & Co.
Ogilvie, Minn. O. A. Bahr
Ogema, Minn. Ogema Imp. Co.
Onamia, Minn. Sahlgren Bros.
Ottertail, Minn. H. R. Jones

Prairie Farm, Wisc. Geo. Beiswanger

1 Plato, Minn. T. F. Miller
Perham, Minn. Fred Bauck, Jr.
Pine City, Minn. Smith Hdwe. Co.
Princeton, Minn. O. W. Peterson
Prior Lake, Minn. P. H. White
Paynesville, Minn. Paynesville Imp. Co.
Parkers Prairie, Minn. Saunders Johnson Co.
Prescott, Wisc. Equity Exchange
Pierz, Minn. Beka & Dengel
Park Rapids, Minn. Walter Vogtman

2

Rensville, Minn. Sanders & Co.
Rothsay, Minn. Farmers G. & Merc. Co.
Rock Falls, Wisc. N. P. Johnson
Rush City, Minn. S. C. Johnson & Son
Rice Lake, Wisc. M. A. Paulson
Raymond, Minn. A. H. Rosenquist
Richville, Minn. Bauck & Schulz
Richmond, Minn. J. P. Wiehelm
Reading, Minn. Johnson & Mellgren
River Falls, Wisc. Equity Elev. & Whe. Co.

3

Royalton, Minn. Royalton Imp. Co.

Stanley, Wisc. Sliter & Hagen Imp. Co.
Sauk Center, Minn. Geo. R. Borgmon & Co.
Superior, Wisc. J. L. Ross & Co.
St. Cloud, Minn. Geo. E. Gulde
St. Paul, Minn. Fister Imp. Co.
Stewart, Minn. E. M. Hanson & Co.
St. Anthony, Minn. J. Mader
Stillwater, Minn. Paul Burtzloff

4

St. Bonifacious, Minn. John Hegerle
St. Croix Falls, Wisc. J. A. Mack
Silver Lake, Minn. O. S. Vojta
St. Michael, Minn. H. W. Dick & Son
Shakopee, Minn. A. L. Hurr
Strum, Wisc. P. H. Olson
Swanville, Minn. Wm. Mielke

Taylor, Wisc. Engebretson Bros.
Tenney, Minn. Kraemer & Hangen
Turtle Lake, Wisc. Stone & Cornwall

Urbank, Minn. M. W. Wacholtz
Underwood, Minn. Gustav Schmitt

Vawter, Minn. T. F. Callahan
Vinning, Minn. C. E. Berg
Vergot, Minn. Wm. Sauer

Waconia, Minn. Schenble & Wagner
Wendell, Minn. C. E. Stickney
Withee, Wisc. Withee Lbr. & F. Co.
White Bear, Minn. J. A. Hansner
Watkins, Minn. J. J. Thies
Waubon, Minn. Wm. J. Vsetecka
Wheeler, Wisc. Stark & Hensel
Wahkon, Minn. J. K. Daum
Wood Lake, Minn. W. E. Liskey
Weyerhaeuser, Wisc. Anderson & Lineburg
Wheaton, Minn. Isaac Lee
Watson, Minn. P. T. Bonde
Wyoming, Minn. J. E. Reioux
Wright, Minn. Bershey & Son Co.
Waubon, Minn.
Wadena, Minn. A. C. Lifquist

Zion, Minn. Val Halhn
Zimmerman, Minn. N. B. E. Newman

Acres, Kans., Home Lbr. & Sup. Co.,
Ada, Okla., E. L. Steed
Altus, Okla., Johnson Hdw. & Imp. Co.,
Alva, Okla., Karanaugh & Shea
Amber, Okla., H. M. Smelser
Ames, Okla., Ames Hdw. Co.
Amorita, Okla., C. O. Vaughn Lbr. Co.
Anadarko, Okla., Pfaff & Sons
Andale, Kans., Nick Hermes
Andover, Kans., Ralph Reeves

Anness, Kans., James Grier
Anson, Kans., Anson Hdw. & Imp. Co.
Anthony, Kans., Berger & Whitney
Arapaho, Okla., Joe Edmunds
Argonia, Kans., J. S. Hamilton
Arkansas City, Ks., Bunnell Imp. & Seed Co.
Ashland, Kans., O. E. Palmer
Atoka, Okla., Black & Adkin
Atica, Kans., Jones & Stith
Augusta, Kans., Richert & Ledbetter

Aulne, Kans., J. K. Patzkawsky
Avard, Okla., Lewis Hdw. Co.

Belle Plaine, Ks., J. O. McMillan
Benton, Kans., James Parks
Bessie, Okla., Schneider Bros.
Billings, Okla., Sam Blanck
Billings, Okla., McCluskey Bros.
Bison, Okla., Gilchrist & Gilchrist
Blackwell, Okla., Thos. H. Ford
Bliss, Okla., Clark Bros.
Bluff City, Ks., C. A. Clift & Son
Braman, Okla., D. F. Stobaugh
Braman, Okla., H. W. Hutton
Breckenridge, Okla., Bowers Hdw. Co.
Bucklin, Kans., C. W. Raymond & Son
Burden, Kans., Brooks Bros. & Co.
Burlington, Okla., Burlington Trading Co.
Buffalo, Okla., A. C. Cline Hdw. Co.
Burdick, Kans., O. W. Sundeen
Burrton, Kans., Parvin Imp. Co.

Cambridge, Kans., W. F. Moore & Co.
Canadian, Tex., Canadian Imp. Co.
Canton, Okla., F. L. Chronister
Canton, Kans., J. C. Wilson & Co.
Capron, Okla., Hamilton & Howard
Carmen, Okla., T. W. Lemmon
Carnegie, Okla., L. E. Davis
Cashion, Okla., Cole & Borklund
Cedar Point, Ks., T. B. Smith
Chaney, Okla., John Mitchell & Bro.
Cherokee, Okla., Cherokee Merc. Co.,
Clearwater, Kans., Smith & Geisendorf
Cleveland, Okla., Arnet Bros. & Means
Cloud Chief, Okla., H. Gernert
Coalgate, Okla., J. H. Ellard
Coats, Kans., T. W. Porter
Coldwater, Kans., Farmers Elevator Co.
Comanche, Okla., Harley & Willis
Corwin, Kans., A. W. Marteney
Cottonwood Falls, Ks., Heel & Son
Covington, Okla., G. F. Trower
Cunningham, Kans., M. J. Simpson
Cushing, Okla., Cushing Trading Co.
Cyril, Okla., Moore Bros.

Dale, Okla., S. W. Anderson 1
Danville, Kans., Olivier Hdw. Co.
Davis, Okla., J. T. Hill
Deer Creek, Okla., C. F. Eberle & Co.
Dennison, Tex., Mosse & Co.
Dexter, Kans., L. T. Shrader & Co.
Douglas, Okla., A. J. Harman
Dover, Okla., C. D. Mauk
Drummond, Okla., Frank Stewart
Duncan, Okla., Robinson & Jones
Durant, Okla., Grider Vehicle Co.
Durham, Kans., Adam Youk

Eakley, Okla., Mauk Bros. 2
Earlsboro, Okla., Wilson Hdw. Co.
Edmond, Okla., Geo. E. Paas
Eldorado, Kans., Roland Wiley
Eldorado, Okla., The Wey Hdw. Co.
Elmdale, Kans., H. C. Faris.
El Reno, Okla., El Reno Imp. Co.,
El Reno, Okla., Engle Tfr. & S. Co.
Emet, Okla., J. C. Dodd
Englewood, Kans., D. F. Gearhart
Enid, Okla., Coats Hdw. Co.
Enid, Okla., Enid Tfr. & S. Co.

Fairmont, Okla., F. W. Goddard 3
Fairview, Okla., C. G. Gertz
Fargo, Okla., J. L. Ooley
Florence, Kans., L. G. Cochran
Foraker, Okla., R. A. Wall
Ford, Kans., Nevens Hdw. Co.
Forgan, Okla., Harry D. Truax
Fowler, Kans., Lasaster & Mendenhall
Frederick, Okla., Frederick Hdw. Co.
Furley, Kans., H. W. Eilert

Gage, Okla., L. J. Bennett & Co.
Gainesville, Tex., Wm. Kilgore Co. 4
Garber, Okla., Kent & Carter
Garden Plain, Kans., Wulf Bros.
Geary, Okla., L. M. Hartley
Goddard, Kans., J. L. Schroeder
Goltry, Okla., Madison & Boyer
Gotebo, Okla., Calhoun & Bills
Grandfield, Okla., Brown Harvey Hdw. Co.
Greensburg, Kans., J. M. Caplinger
Greenwich, Kans., Devore & Miller
Guthrie, Okla., Bennett Bros.
Guymon, Okla., Beaver Co. Co-op. Ass'n.

1 Halstead, Kans., J. M. Bachmann
Hammond, Okla., Hopkins Bros.
Happy, Tex., Happy Hdw. Co.
Harper, Kans., J. A. & J. L. Allen
Haviland, Kans., Bryant Bros.
Hayward, Okla., Farmers Hdw. Co.
Hazelton, Kans., Stewart Hdw. Co.
Helena, Okla., Oscar E. Ford
Hennessey, Okla., Munch & Cupps
Henrietta, Tex., Frazar & O'Heim
Higgins, Tex., Chambers & Winsett Bros.
Hillsboro, Kans., Albert Stratman
2 Hillsdale, Okla., John Raynor
Hinton, Okla., Farmers Impl. Co.
Hitchcock, Okla., J. E. Cronkhite
Hobart, Okla., H. C. Wey & Son
Homestead, Okla., R. Hawley & Sons
Hunnewell, Kans., F. M. Lee
Hunter, Okla., Lang & Lang

Ingersoll, Okla., J. A. Titus
Iowa Park, Tex., Park Impl. Co.
Isabel, Kans., F. T. Curry

Jefferson, Okla., J. A. Tilson
3 Jet, Okla., F. F. Linden & Co.

Kendrick, Okla., Castleman Hdw. Co.
Kingfisher, Okla., Josiah Gooden
Kingman, Kans., Summers-Ferguson Imp. Co.
Kingsdown, Kans., Kingsdown Hdw. Co.
Kiowa, Kans., L. B. Hill
Kremlin, Okla., H. Rathmel

Lahoma, Okla., C. W. Dresser
Lamont, Okla., Far. Union Sup. Co.
4 Lake City, Kans., Fred Lake
Lawton, Okla., Gilky-Jarboe Hdw. Co.
Leedey, Okla., Wey-Fisher Hdw. Co.
Lehigh, Kans., P. A. Bubler
Leon, Kans., Gilliland & Sweeney
Lexington, Okla., E. J. Keller
Liberal, Kans., Southwestern Hdw. Co.
Lonewolf, Okla., Strange Hdw. Co.
Lucien, Okla., Moeling & Moeling

Maize, Kans., W. T. Rouse & Co.
Manitou, Okla., Farmers Merc. Co.
Marion, Kans., Kieferle & Williams
Marshall, Okla., E. P. Debo
Meade, Kans., J. T. Helm
Medford, Okla., F. F. Trekell
Medicine Lodge, Ks., W. S. Benefiel Hdw. Co.
Meno, Okla., Meno Hdw. & Imp. Co.
Miami, Tex., W. W. Davis & Co.
Minneola, Kans., S. W. Statton
Moline, Kans., Tilton & Tilton
Moore, Okla., A. C. Janacek
Mooreland, Okla., M. A. Burdick & Son
Morrison, Okla., O. H. Munyon
Mound Ridge, Kans., Mound Ridge Plumbing & Sheet Metal Co.
Mulhall, Okla., Beaver Valley Hdw. & Imp. Co.
Mullenville, Kans., W. H. Culley & Son

Nardin, Okla., B. V. Braley
Nash, Okla., W. J. Arb & Son
Nashville, Kans., Stewart & Larabee
Newkirk, Okla., Newkirk Imp. Co.
Newton, Kans., Rich & Griffith
Norwich, Kans., Badger Lbr. Co.

O'Karche, Okla., Ludwig Bros.
Orlando, Okla., I. W. Bebout & Son

Pauls Valley, Okla., J. E. Goad
Pawhuska, Okla., McLaughlin & Farrar
Pawnee, Okla., Mentzer Bros.
Payson, Okla., J. W. Causler
Peabody, Ks., Doyle Hdw. & Lbr. Co.
Penalosa, Kans., Potter-Dean Lbr. Co.
Perkins, Okla., Carson Hdw. Co.
Perry, Okla., W. H. McCormick
Plains, Kans., Collingwood Bros.
Pocassett, Okla., Clark Bros.
Ponca City, Okla., Geo. H. Brett Imp. Co.
Pond Creek, Okla., Conrad Strecker
Pond Creek, Okla., Dahlin & Cook
Pratt, Kans., Russell Hursh
Protection, Kans., Protection Hdw. Co.

Quinlan, Okla., Jas. H. Callaway

Rago, Kans., Chas. F. Harrison
Ralston, Okla., A. Levick
Ramona, Kans., S. C. Eskeldson

Renfrow, Okla., D. B. Hunter
Ringwood, Okla., E. D. Wright
Rocky, Okla., Watson Hdw. Co.
Ross, Okla., R. H. Ross & Co.
Roosevelt, Okla., Case Merc. Co.

Saffordville, Kans., E. R. Deitrich
Salt Fork, Okla., Gensman Bros.
Sasakwa, Okla., W. I. Barnes
Sawyer, Kans., Brubaker & McReynolds
Sedwick, Kans., Kanavel Lbr. Co.
Seminole, Okla., G. F. Killingsworth
Sentinel, Okla., Strange Hdw. Co.
Seymour, Tex., W. R. Hilliard Hdw. Co.
Shattuck, Okla., D. C. Irwin
Shawnee, Okla., McKee Far. Sup. Co.
Speermore, Okla., Shapeley Hdw. Co.
Stillwater, Okla., Willis Hdw. & Imp. Co.
Sumner, Okla., Sumner Merc. Co.
Supply, Okla., C. C. Devore

Tecumseh, Okla., R. C. Morrison & Co.
Terral, Okla., Winningham Bros.
Texhoma, Okla., Foster Hdw. Co.
Tonkawa, Okla., J. R. Ricks 1

Union City, Okla., Hagar & Carmack

Verden, Okla., The Verden Hdw. Co.
Viola, Kans., Hill-Engstrom Lbr. Co.

Wakita, Okla., J. W. Ryon
Warwick, Okla., J. W. Cherry
Watonga, Okla., Marshall Bros.
Waukomis, Okla., A. H. Drew
Wauricka, Okla., Steele Hdw. Co.,
Waynoka, Okla., Frawley & Co.
Weatherford, Okla., Sallaska-Fast Co. 2
Wellington, Kans., E. R. Ash Imp. Co.
Whitewater, Kans., Whitewater Lbr. & Coal Co.
Wichita, Kans., Massey Iron Co.,
Wilmore, Kans., Schrock Lbr. Co.
Wilzetta, Okla., Chas. M. Meier
Winfield, Kans., Winfield Imp. Co.
Woodward, Okla., Mellinger & Maddox

Zenda, Kans., J. S. Riley & Co. 3

Artesian, S. D., H. M. Roberts
Aberdeen, S. D., Leach & Sholley Co.
Alpena, S. D., E. F. Allen
Akaska, S. D., Berrett & Balensky
Agar, S. D., Messick-Stangeland Co.
Andover, S. D., W. G. Boyd & Johnson Co.
Ashley, N. D., William Spitzer
Alfred, N. D., Haut & Marckle
Ashton, S. D., R. T. Lee
Athol, S. D., C. M. Sullivan
Aurora, S. D., Square Lumber Co.

Britton, S. D., J. E. McDougall
Bowdle, S. D., J. Schlachter
Bemis, S. D., Wm. Neivenheim
Bowman, N. D., E. M. Kerr
Big Stone City, S. D., Black Bros.
Bryant, S. S., Olson & Aaby
Bushnell, S. D., Meyer & Wilson
Bucyrus, N. D., Otis & Henry
Braddock, S. D., C. E. Junge
Blunt, S. D., H. Pigney

Broadland, S. D., H. A. Van Buskirk

Claremont, S. D., F. R. Brokaw
Chelsea, S. D., W. H. Benson
Conde, S. D., D. Robertson & Son
Cogswell, N. D., G. G. Jorgenson
Carthage, S. D., J. A. Wendedahl
Crandon, S. D., George Harms
Cottonwood, S. D., Lind Implt. Co. 4
Clear Lake, S. D., P. E. Tall

Doland, S. D., H. B. Dorman
Dixie, S. D., Farmers Merc. Co.
DeSmet, S. D., Fred Colwell
Dupree, S. D., F. W. Child

Edgeley, N. D., C. Hull
Erwin, S. D., W. H. Schneck
Elkton, S. D., Elkton Foundry Co.
Ellendale, N. D., N. H. Bjornstad & Son
Eureka, S. D., Keim, Kiesz & Klein

1 Faulkton, S. D., J. H. Wallace
Faith, S. D., Gilbert Lee
Frederick, S. D., J. R. Chase
Fredonia, N. D., Christ Eszlinger
Forbes, N. D., Hixon & Sprouse
Flandreau, S. D., J. A. Herrick

Gackle, N. D., Haut & Markell
Gary, S. D., R. T. Stillmacher
Gascoyne, N. D., B. I. Johnson
Geneseo, N. D., Alicia Lbr. Co.
Gettysburg, S. D., Messick-Stangeland Co.
2 Griffin, N. D., G. W. Soderstorm
Groton, S. D., H. W. Cassel

Hague, N. D., Christian Hirning
Haley, N. D., H. N. Lungwitz
Hazel, S. D., Olly Helm
Havana, N. D., J. H. Anderson
Harrold, S. D., Frank Pettyjohn
Hazelton, N. D., Batzer Bros. Imp. Co.
Hankinson, N. D., Wipperman Merc. Co.
Henry, S. D., R. E. Hubbard
3 Herreid, S. D. John Ricker
Hettinger, N. D., Huss Bros. & Morgan
Hetland, S. D. J. J. Pederson
Hitchcock, S. D. G. H. Cotton & Son
Hoven, N. D. A. C. Mumm
Hosmer, N. D. Keim Stoecker & Kranz Co.
Huron, N. D. W. W. Davis

Ipswich, S. D. G. L. Hall
Iroquois, S. D. Glendinning & Bottomby
4 Isabel, S. D. C. C. Moulton

Java, S. D. John Banik

Keldrom, S. D. W. P. Harrington
Kulm, N. D. J. A. Melicher

Lake Norden, S. D. Simons & Eastberg
Langford, S. D. Emil Heinz
Lantry, S. D. F. M. McDaniel
Lehr, N. D. Nogel & Bittner
Lemmon, S. D. Meidinger Bros.,
Leola, S. D. Robt. Valentine
Lieth, N. D. Mock & Sherman
Lily, S. D. W. T. McLowell
Linton, N. D. F. R. Shilling
Lidgerwood, N. D. J. L. Zimmerman
Lowry, S. D. H. P. Johnson

McIntosh, S. D. Gust Leitzke
McLaughlin, S. D. P. H. Diehl Lbr. Co.
Marmarth, N. D. Marmarth Hdwe. & Harness Co.
Marvin, S. D. Martin T. Lee
Moritz, S. D. Moritz Lbr. Co.
Morristown, S. D. Palmer Bros.
Mineral Spgrs, N. D. A. W. Olson
Madison, S. D. Gulstine & Waskay
Mansfield, S. D. Wilson & Miller
Mellette, S. D. G. B. LaCroix
Merricourt, N. D. Webb Farm Prod. & Imp. Co.
Monango, N. D. A. L. Fox

Northville, S. D. Jenkins & Reed
Napoleon, N. D. Washburn Merrick Lbr. Co.

Oakes, S. D. Elmer & Johnson
Oldham, S. D. C. B. Jansen
Onida, S. D. Messick-Stangeland Co.
Peever, S. D. Casey & Murray
Pierpont, S. D. Wm. N. Whalen
Pollock, S. D. Ellef Severson

Raymond, S. D. G. F. Calvert
Reeder, N. D. M. Hansen
Ree Heights, S. D. J. E. Ramsey
Roscoe, S. D. Peter Malsom
Rutland, S. D. Tom Flynn
Rockham, S. D. J. O. Dean & Son
Raleigh, N. D. Edwin Madson
Redfield, S. D. Henry Zumhofe
Rutland, N. D. Ole Lynred

Sisseton, S. D. Mead & Haines
St. Lawrence, S. D. Carl Bros.
Strasburg, N. D. Valentine Keller
Stockholm, S. D. Berg Bros.
South Shore, S. D. Albert Beskow
Scranton, N. D. O. H. Steindorff
Streeter, N. D. Haub & Marckel

Timber Lake, S. D. George L. Christian
Toronto, S. D. George Jorgenson

Virgil, S. D. Ben Peterson
Vinturia, N. D. Sayler Bros.
Volga, S. D. Wilson & Oines

Wallaco, S. D. Kjetland Anenson & Co.
Watertown, S. D. Lee Bros.
Wauhay, S. D. Peter Schmitt
Webster, S. D. Peterson & Johnson

Wessington, S. D. Chaffee & Hand
Willow Lake, S. D. Olson & Aahy
Wilmot, S. D. A. H. Hevener
Wishek, N. D. Dockter & Schmitt
Woolsey, S. D. C. F. Pautsch
Woonsocket, S. D. Geo. L. Fish

Zeeland, N. D. Bader & Klandt

1

Almena, Kans., A. Bennie Hdw. Co..
Alhert, Kans., A. Palzer
Assaria, Kans., John O. Sandquist
Ahbyville, Kans., A. E. King
Arriba, Colo., Seifers & Stamhaugh
Alexander, Kans., N. V. Reain
Arlington, Kans., J. W. Teeter

Bazine, Kans., Farmers Co-op. Merc. Co.
Belpre, Kans., Toops & Russell
Beverly, Kans., Pete Bergman
Bison, Kans., Samuel Rothweiler
Bogue, Kans., Norrish Bros.,
Brookville, Kans., T. N. Sandergard
Buhler, Kans., Siehert Goertz
Bunker Hill, Kans., The Far. U. Merc. & Mfg. Co.
Burdette, Kans., Haymond & Haymond
Burlington, Colo., Grant Stettler
Bushton, Kans., W. E. Appel & Co.,

Calhan, Colo., Gem. Lbr. Co.,
Campus, Kans., J. W. Rickley
Cashton, Kans., Charles Hornhaker & Co.,
Chase, Kans., L. H. Hedges
Cimarron, Kans., J. W. Carter
Claflin, Kans., Claflin Hdw. & Imp. Co.
Clayton, Kans., N. G. Kelly & Co.,
Colby, Kans., Taylor Bros.
Collyer, Kans., Joseph Voisin,
Culver, Kans., L. P. Brown

Damar, Kans., A. Bedard
Dighton, Kans., Bell Hdw. Co.,
Dresden, Kans., J. K. McManus & Co.,

Edson, Kans., Williams & Shipman
Ellenwood, Kans., H. R. Meils

Ellis, Kans., W. A. Eppler

Flagler, Colo., Seal & Seal
Frederic, Kans., John Ontjes

Garden City, Kans., C. H. Couchman
Garfield, Kans., J. H. Wolcott
Geneseo, Kans., McEntarfer Bros.
Genoa, Colo., Anderson & Hoffman
Goodland, Kans., Walker Implement Co.,
Gorham, Kans., H. J. Rieff
Gove, Kans., E. W. Simpson,
Grainfield, Kans., P. J. Highley
Great Bend, Kans., E. R. Moses Merc. Co.,
Grinnell, Kans., H. O. Cheney & Son

Hanston, Kans., A. J. Halling
Haven, Kans., J. L. Carr
Hayes, Kans., Schlyer & Arnhold
Heizer, Kans., Heizer Hdw. & Imp. Co.,
Hoisington, Kans., E. R. Moses Merc. Co.
Holly, Colo., Wm. M. Greene
Holyrood, Kans., H. A. Stottenherg
Hoxie, Kans., C. E. Montgomery
Hudson, Kans., Wm. Ochell
Hutchinson, Kans., Hutchinson Imp. Co.

Ingalls, Kans., Ingalls Hdw. Co.,
Inman, Kans., Nickel & Nachtigal
Iuka, Kans., Conrad Helsel

Kanopolis, Kans., Sturgis Bros.
Kanorado, Kans., Wm. Hartstine
Kinsley, Kans., Shaffer & Son

LaCrosse, Kans., L. A. Davis & Co.
Lakin, Kans., Hart, Thorpe & Co.
Larned, Kans., Cash Hdw. Co.

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4

1 LasAnimas, Colo., Marsball Bros.
Laton, Kans., Laton Merc. Co.
Lewis, Kans., Smitb Bros.
Lincoln, Kans., A. E. Achterberg
Lindsborg, Kans., Emil Jacobson
Little River, Kans., Hodgson Imp. & Hdw. Co.
Long Island, Ks., Conrad Hdw. & Imp. Co.
Lucas, Kans., B. G. Scriven & Son
Luray, Kans., Wilson & Wilson
Lyons, Kans., Lyons Imp. Co.

2 McCracken, Kans., J. P. Warden
McPberson, Kans., O. E. Gustafson
Macksville, Kans., Snider & Wagoner
Marquette, Kans., Ross Bros.
Morland, Kans., Scott Bros.

Natoma, Kans., N. B. Clouse
Nekoma, Kans., F. T. Kersbner Lbr. Co.
Ness City, Kans., Geo. O. Hunt & Co.
Nickerson, Kans., Geo. Turbush
Niles, Kans., M. W. Armour & Son
Norton, Kans., R. A. Wagner

3 Oakley, Ks., Churcbill Hdw. Co.,
Oberlin, Kans., J. A. Quinn
Offerle, Kans., J. H. Kimes
Olmnitz, Kans., Frank Schwartz
Oronquel, Kans., Fought & Son
Otis, Kans., H. A. Brack & Co.

Page, Kans., A. C. Ward
Palco, Kans., W. R. Franks
Paradise, Kans., C. A. Danner
Pawnee Rock, Kans., W. M. Armstrong

4 Plainville, Kans., J. E. Gebhart
Pelvna, Kans., J. N. Hensbaw & Son
Preston, Kans., N. G. Robertson
Pretty Prairie, Kas., Pretty Prairie Imp. Co.

Quinter, Kans., Farmers Imp. Co.

Ransom, Kans., S. & D. Mercantile Co.
Raymond, Kans., Tbe Boy Lbr. Co.
Rexford, Kans., Robert Morgan
Ruleton, Kans., J. C. Gernhart
Rush Center, Ks., J. B. McClintock
Russell, Kans., J. H. Hill
Russell Springs, Ks., W. O. Disney

Salina, Kans., Miller Transfer Co.,
Sexman, Kans., August Wabl
Scott City, Kans., Finkenbinder & Son
Selden, Kans., J. M. Cheney
Sequin, Kans., Peter Rienert,
Sharon Springs, Ks., Josiah Gorsuch
Siebert, Colo., Walker Glaister
Solomon, Kans., Meagber Bros.,
Spearville, Kans., Far. Grain & Sup. Co.
Stafford, Kans., McCloskey & Smith
Sterling, Kans., Honlon Mach. Co.,
St. John, Kans., W. A. Delker
Stratton, Colo., Williams & McGaugbey
Sylvan Grove, Ks., Saenger Bros.,

Tescott, Kans., I. N. Hendershot
Timkin, Kans., Humburg Lbr. Co.,
Tribune, Kans., Rains & Moore
Turon, Kans., Turon Motor & Imp. Co.,

Vesper, Kans., R. S. Guggesberg

Waldo, Kans., Tbe Waldo Imp. Co.
Weskan, Kans., Glad Bros.,
Wilson, Kans., Weber & Co.,
Winona, Kans., L. A. Jordon,

Zenith, Kans., Wm. Jobnson
Zurich, Kans., Jobn Casey

Ashland, Ill. O. W. Timian
Adair, Ill., L. A. Montgomery
Alta, Ill., Alta Farm. Ele. Co.
Annawan, Ill., Annawan Imp. Co.
Armington, Ill., Armington Hdwe. Co.
Alexis, Ill., Bengston & Swanson

Augusta, Mo., Eugene Struckboff
Asbkum, Ill., C. Tjarks
Alton, Ill., Wm. & H. Koebne
Arenzville, Ill., Batis & Bartelheim
Atlanta, Mo., A. C. Atterberry
Athens, Ill., H. E. McClintick
Alexandria, Mo., A. R. Dross

Astoria, Ill., J. G. Johnson
Altamont, Ill., Hy. Schoening & Son
Atlanta, Ill., Wm. H. Neel
Ambia, Ind., Ambia Lumber Company
Auxvasse, Mo., T. A. Powell & Son
Augusta, Ill., Farmers Supply Store
Alpha, Ill., Hawley & Sexton
Assumption, Ill., Daily & Lockett

Bluff Springs, Ill., Bluff Springs Farmers Elevator Company.
Bluffs, Ill., Royal Oakes
Bruce, Ill., DeHart & Lee
Bradbury, Ill., E. St. John
Bethany, Ill., W. D. Fortner
Bath, Ill., William Lacey
Bellflower, Mo., Gardner & Laughlin
Bradford, Ill., Meehan & Finnegan
Baring, Mo., Henry Polhans
Brashear, Mo., R. M. Hines
Bloomington, Ill., The Martens-Leary Co.
Bushnell, Ill., C. A. Harrah & Son
Bement, Ill., Hughes & Bodman
Battleground, Ind., Chas. H. Hodgin
Blackstone, Ill., Mrs. J. Mill
Broadwell, Ill., L. Eisiminger & Son
Berwick, Ill., O. J. Blomgren
Biggs, Ill., Bennett & Hagvall
Beardstown, Ill., H. A. Fuller
Boswell, Ind., S. O. Wright
Brocton, Ill., Brocton Auto & Cge. Co.
Bonfield, Ill., Steyer Bros.
Bowling Green, Mo., Robert Gay

Collinsville, Ill., M. N. Bardsley
Carlock, Ill., Carlock H. & I. Co.
Curryville, Mo., C. W. Cash
Clarksville, Mo., Middleton & McGinness
Cuba, Ill., G. A. Marshall
Clarence, Mo., Baker Bros. & Cunningham
Chatsworth, Ill., A. J. Sneyd
Clayton, Ill., J. W. Smith & Son
Chase, Ind., M. A. Reichard
Champaign, Ill., L. T. Brownfield
Cambridge, Ill., J. W. Nelson
Cooksville, Ill., C. J. Baum
Chenoa, Ill., J. P. Brady
Coal City, Ill., Anton Kauzlaric
Cerre Gordo, Ill., Mikels-Booher Hdwe. Co.

Covington, Ind., T. M. Coffing 1
Cissna Park, Ill., Herman Cluver
Carman, Ill., Wm. Crose
Clarksburg, Ill. Clay McKittrick
Chapin, Ill., O. H. Coultas
Center, Mo., Dunlop-Ely & Lange
Camp Point, Ill., W. H. Michaels
Chestnut, Ill., Gobleman & Son
Coatsburg, Ill., Gray & Shanoltzer
Crescent City, Ill., R. G. Carley
Canton, Ill., Canton Imp. Co.
Congerville, Ill., J. B. Detweiler
Carthage, Ill., Leon Chevillon
Cazenovia, Ill., Bachman Bros. 2
Colfax, Ill., O. J. Keller
Chrisman, Ill., J. Everett Smith
Clifton, Ill., T. C. Brown & Co.

Dallas City, Ill., B. F. Payne
Durham, Mo., J. R. Adams
Doddsville, Ill., Henry Hillyer
Dorchester, Ill., Maxeiner & Son
Dwight, Ill., Christopher Bros.
Danville, Ill., Holmes & LeNeve
Downing, Mo., William Riley
Danvers, Ill., Springer & Gingrich
Donnellson, Ill., James E. Wilson & Son 3
Dana, Ill., P. E. Beutke
Dawson, Ill., J. Q. Johnson
De Motte, Ind. H. C. De Rock
DeWitt, Ill., J. P. Gardner
Decatur, Ill., C. A. Thrift & Co.
Divernon, Ill., H. C. Paradis
Delrey, Ill., W. S. Miller

Edelstein, Ill., McDonna Bros.
Eureka, Ill., Carl Haecker & Son
El Paso, Ill., Joseph Baker
Elsberry, Mo., C. W. Miller 4
Elmer, Mo., James Bailey
Eldred, Ill., C. P. Gibson
Edgewood, Ill., Oscar Hoffman
Effingham, Ill., John Lunow
Elvaston, Ill., G. V. Wallace & Son
Edwardsville, Ill., E. A. Keller
East Lynn, Ill., Jno. Huston Co.
Essex, Ill., Palmer & Burgess
Elmwood, Ill., F. W. Riggs
Earl Park, Ind., J. J. Hartman
Eden, Ill., Wm. R. Beck
Emden, Mo., Carlile & Simmons

Fowler, Ill., J. F. Borghalthaus

1 Farmersburg, Ind., Jennings & Taylor
Foristell, Mo., J. W. Wilkinson
Fancy Prairie, Ill., J. P. Langston
Fayette, Mo., P. C. Marshall
Francisville, Ind., Roehning & Wolfe
Farmersville, Ill., John Hendricks & Son
Fairbury, Ill., Atkins, Brothers
Frankfort, Ill., Conrad Sipple
Fairview, Ill., Schafer & Stout
Farmer City, Ill., Geo. W. Helmick
Forrest, Ill., W. F. Baker & Sons
2 Fairbury, Ill., Fairbury Carriage Co.

Galva, Ill., F. E. Kelly
Gilmore, Mo., Wm. Mobley & Son
Geneseo, Ill., O. R. Carl
Groveland, Ill., D. C. Friedlinger
Gibson City, Ill., Roth & Augspurger
Glasfor, Ill., M. C. Malmgren
Grand Ridge, Ill., A. M. Ellsworth
Greenup, Ill., W. W. Boots
Golden, Ill., Groenewold & Son
Griggsville, Ill., H. F. Heine
Greenfield, Ill., C. F. Quast
3 Glenwood, Mo., Hombs Hdwe. Co.
Glasgow, Mo., W. B. Yeger
Green Valley, Ill., C. T. Nicely
Goodhope, Ill., D. C. Moninger
Golden Eagle, Ill., Danl. Moses Jr.

Holder, Ill., F. E. Webber
Hartsburg, Ill., Keif Bros.
Hartsburg, Mo., H. H. Meyerrotto
Hunnewell, Mo., Jas. McAtee
Harvel, Ill., The Farmers Grain Co.
Hopedale, Ill., Farmers Grain Co.
Havana, Ill., John E. Meyer
4 Hurdland, Mo., Payne Hdwe. Co.
Hamilton, Ill., E. G. Denton
Hume, Ill., McMullen & Morris
Herscher, Ill., Peterson & Lochner
Harristown, Ill., W. M. Shettel
Huntington, Mo., J. Warren & Son
Hermon, Ill., Farmers Grain, Live Stock & Co'Op. Association
Highland, Ill., Hagnauer & Knoebel
Homer, Ill., Homer Hardware Co.
Heyworth, Ill., R. L. Swearingen

Ill. City, Ill., France & Brishine
Illiopolis, Ill., Illiopolis Farmers Grain Co.

Jonesburg, Mo., Shelton & Miller
Joliet, Ill., The Mdse. Clearing House
Jacksonville, Ill., Jacksonville Farm Supply Company

Kilbourne, Ill., John M. Prief
Knox City, Mo., Suverly & Son
Kempton, Ill., Wm. Kneale
Kinderhook, Ill., D. F. Liggett
Kirksville, Mo., A. R. Few
Kewanee, Ill., A. C. Taylor
Kirkwood, Ill., T. E. Campbell
Knoxville, Ill., T. M. Tate

Long Point, Ill., Harter & Jahnke
LaRose, Ill., W. L. Bell
La Salle, Ill., B. W. Erdman
LeRoy, Ill., Guard & Bishop
Leonard, Mo., Carmichael Bros.
Loda, Ill., W. E. Kenney
Ludlow, Ill., E. A. Ekstrand
La Grange, Mo., J. E. B. Selves
Lostant, Ill., A. C. Kelso
Laddonia, Mo., S. P. Beedle
Lilly, Ill., O. L. Carey
Lewistown, Ill., Robert Zempel
Louisiana, Mo., J. P. Wooten & Son
Lexington, Ill., Mahan Bros. & Co.
Lewistown, Mo., Burnett Bros.
Lacon, Ill., J. R. Belsley & Son
La Prairie, Ill., Fruehling & Mock
Linneus, Mo., Linneus Lbr. Co.
Lane, Ill., Day & North
Loraine, Ill., J. A. Seals
La Belle, Mo., Skirvin Bros.
La Plata, Mo., W. H. Reyner
Lemonsville, Mo., W. H. Schnell & Son
Lovington, Ill., Atchison & Foster
Lincoln, Ill., R. E. Musick
Lancaster, Mo., C. C. Friedrich
Lakewood, Ill., Tilley & Sharpe

Milford, Ill., Gilfillan Bros.
Meadville, Mo., Evans Brothers
Mendon, Ill., Wright Bros.
Macon, Mo., C. L. Miller & Co.
Maywood, Mo., Porter & Son
Manito, Ill., J. A. Marshall & Co.
Mason City, Ill., Diers & Diers
Montgomery City, Mo., Geo. R. McVey
Mokane, Mo., F. B. Davis
Marietta, Ill., J. D. Clause

Middle Grove, Ill., Bond & Anderso
Minonk, Ill., Geo. P. Hindert
Mansfield, Ill., Dick Dever
Mt. Pulaski, Ill., Mueller & Mayer
Manteno, Ill., W. S. Beard
Morton, Ill., J. H. Gingrich
Monarch, Ill., J. H. Fawver
Mason, Ill., Bromley & Merris
Maquon, Ill., Max Barash
Minier, Ill., L. Hagerbaumer
Mackinaw, Ill., Ben Hoffman
Magnolia, Ill., A. Hecht & Son
Morris, Ill., Morris Grain Co.
Mt. Sterling, Ill., Frank J. Hagel
McLean, Ill., Fred S. Leach
Morocco, Ind., J. W. Russell
Mattoon, Ill., Grant Bean
Martinsburg, Mo., J. B. Holterman & Co.
Morrisonville, Ill., G. F. Schmitz
Milan, Ill., Rathbun Bros. & Co.
Macomb, Ill., Worley Brothers
Memphis, Mo., Ben Morris
Momence, Ill., H. C. Paradis
Mulberry Grove, Ill., E. R. Enloe
Monticello, Ill., Johnson & Trinby
McKittrick, Mo., Scholten & Son
Monica, Ill., Frank Shane
Monroe City, Mo., A. Jeager, Jr.
Medora, Ill., Williamson & French

New Philadelphia, Ill., F. B. Warfel
Newman, Ill., W. J. Roller
Novelty, Mo., Hardy Brothers
New Bloomfield, Mo., Ed. Spencer
Niantic, Ill., Niantic F. E. Co.
New Truxton, Mo., R. T. Cabterbury
Nebo, Ill., A. Wall
New Holland, Ill., Jas. Ryan & Son
Nokomis, Ill., Thomas Wolters
New Melle, Mo., John H. Meier
North Judson, Ind., Two Joes & Co.
Newton, Ill., Leo Cordary
New London, Mo., Walter Kroll
New Florence, Mo., Nunnelly Bros.

Ottawa, Ill., Frank J. McCaleb
Oquawka, Ill., P. J. Braun
Oxford, Ill., Robert Stewart
Olney, Mo., F. C. Stroker & Son
Oak Hill, Ill., J. W. Maher
Ohlman, Ill., Zimmerman Bros.
Oconee, Ill., Diefenthaler Bros.
Odell, Ill., George H. Frise

Palmer, Ill., R. J. McWard 1
Payson, Ill., C. W. Peter
Petersburg, Ill., C. W. Shipley
Palmyra, Mo., J. F. W. Schaeffer
Pontiac, Ill., Nolan & Finnell
Pekin, Ill., Pekin Hardware Co.
Peoria, Ill., W. A. Werckle
Piper City, Ill., J. A. Montellius, Jr.
Paris, Ill., J. H. Taflinger
Palmyra, Ill., C. W. Meyer
Peotone, Ill., Jurres Bros.
Paloma, Ill., L. G. Frost
Princeville, Ill., German & Friedman
Portage des Sioux, Mo., G. W. St. Cin 2
Pana, Ill., C. G. Eberspacher
Pence, Ind., J. D. Martin
Plymonth, Ill., R. L. Richards
Padua, Ill., Wesley James

Queen City, Mo., Krink & Linkey
Quincy, Ill., Frank Bange

Rushville, Ill., H. O. Munson
Roberts, Ill., Zahn & Co.
Rowe, Ill., W. W. Morrison
Roanoke, Ill., Roanoke Hdwe. Co.
Reynolds, Ill., John S. Bower 3
Roseville, Ill., W. L. Boyd & Son
Ransom, Ill., Frank R. Hagi
Reddick, Ill., Oesterle Bros.
Rensselaer, Mo., T. P. Hulse & Son
Rankin, Ill., Carl Engelbrecht
Revere, Mo., N. L. Williams
Reynolds, Ind., Louis R. Snyder
Rantoul, Ill., Peterson & Minear
Rockport, Ill., W. H. Goodwin
Roselawn, Ind., J. R. Mulder & Son
Rensselaer, Ind., Edw. Herath
Renick, Mo., Ralph Mitchell

4
Sorento, Ill., McKimmey & Martin
Saybrook, Ill., G. E. Rauscher
Saunemin, Ill., Bert A. White
Shumway, Ill., Wm. Stoldt & Son
Sidell, Ill., Cross & Parham
Sciota, Ill., E. E. Sapp
St. Peters, Mo., Anton Schneider
Salisbury, Mo., Crawford & Hardester
Staunton, Ill., G. E. Fritz
Shelbina, Mo., Robt. Lee Harrison
Seaton, Ill., R. J. Seaton
Stoutsville, Mo., R. T. McCreery & Son

1 State Line, Ind., T. M. Coffing
Springfield, Ill., Springfield Imp. Co.
S. Holland, Ill., Jno. Kickert
St. Augustine, Ill., Mills & Son
Silex, Mo., Cyrus Suddarth
Strasburg, Ill., John Bauer, Jr.
Stewardson, Ill., Williams & McIntosh
Sullivan, Ill., Craig Bros.
Sherrard, Ill., C. A. Samuelson
St. Charles, Mo., Ringe-Barklage Hdwe. & Implement Co.
Sollitt, Ill., Louis Kirchhoff
2 Sheldon, Ill., Geo. Warrick
Strawn, Ill., Harlan & Meyers
Seymour, Ill., M. M. Wheatley
Sibley, Ill., A. M. Kerr
San Jose, Ill., Weimer & Davis
Streator, Ill., George A. Linn
St. Elmo, Ill., Chas. Deckert
Stonington, Ill., M. J. Curran & Son
Taylorville, Ill., S. E. Baughman & Son
Towanda, Ill., Towanda Grain Co.
Terre Haute, Ind., Geo. Reiss
3 Troy, Mo., A. G. Henkey
Trivoli, Ill., Trivoli Lbr. & Imp. Co.
Treloar, Mo., H. W. Gruebbel
Tremont, Ill., D. A. Stormer
Toluca, Ill., H. P. Jansen
Timewell, Ill., R. D. Long
Tefft, Ind., W. S. DeArmond
Timewell, Ill., L. F. Johnson
Toledo, Ill., W. C. Park
Tiskilwa, Ill., C. N. Pettigrew & Co.
Tamalco, Ill., L. F. Kleeman
Tehbetts, Mo., Whyte & Burre
Topeka, Ill., A. E. Dissman
4
Toulon, Ill., J. D. Pauli
Ursa, Ill., J. B. Varnier
Utica, Ill., L. C. Acuff
Vermont, Ill., J. A. Burgard
Virden, Ill., Campbell Bros.
Virginia, Ill., Bishop & Son
Varna, Ill., L. W. Broaddus
Villa Grove, Ill., C. B. Kennington
Winkel, Ill., C. C. Winkel
Woodland, Ill., John & Roudyhush
Williamsport, Ind., E. L. Hottenstein
Wing, Ill., E. T. Holloway & Son
Washburn, Ill., J. W. Mason
Wyaconda, Mo., C. M. Waters
Wenona, Ill., H. S. Van Horn
Wellsville, Mo., Charles Mueller
Winfield, Mo., Miller & Magruder
Williamsville, Ill., Henry Miller, Est.
Warrenton, Mo., G. W. Lessman & Son
Walcott, Ind., Charles Blume & Co.
Watseka, Ill., Sam Fanyo
Watson, Ill., William Jaycox
Washington, Ill., M. C. Hughes
Wheatfield, Ind., George O. Stembel
Williamsfield, Ill., W. J. Radcliffe & Son
Woodland, Mo., O. R. Bittleston
Wellington, Ill., A. J. Springer
Wayland, Mo., Sage Merc. Co.
Wallace, Ind., Gooding Bros. Mill & Supply Co.
White Hall, Ill., Sieverling & Campbell
Whiteside, Mo., Whiteside & Duncan

Ada, Minn. Alert Arnestad
Adams, N. D. G. H. Hagen
Alexander, N. D. Boe & Jacobson
Alvarado, N. D., Alvarado Farmers Elev. Co.
Ambrose, N. D., Equity Merc. Co.
Aneta, N. D. Luckasen & Johnson
Anamoose, N. D., Martin Hublon & Co.
Argusville, N. D., W. A. Erickson
Argyle, Minn., S. S. Lofberg
Arthur, N. D., Gust Schur
Audubon, Minn., H. J. Thooseness
Aurther, Mont. W. S. De Witt
Ayr, N. D., F. H. Dickinson
Almont, N. D., Mandan Merc. Co.
Badger, Minn., Badger Co-Op. Co.
Bagley, Minn. Valentine Post
Bainville, Mont., Albert Lalonde
Baker, Minn., H. C. Possehl
Bantry, N. D. Farmers Supply Co.
Barlow, N. D., Jas. A. Nickerson
Barnesville, Minn., A. Hoagenson

Barrie, N. D., C. H. & A. L. Morgan
Beltrami, Minn., Boyer Bros. & Co.
Bergen, N. D., Emil H. Larson
Berthold, N. D., Edw. F. Jones
Berwick, N. D., Farmers Elev. Co.
Bisbee, N. D., Bisbee Imp. Co.
Bismarck, N. D., Cayon Comm. Co.
Blanchard, N. D., J. B. Coyle
Bowbells, N. D., C. B. Hofius
Bowdon, N. D., Swanson & Taylor
Bronson, Minn., Bronson Hdw. & Imp. Co.
Buffalo, N. D., T. G. Raveling & Son.
Baldwin, N. D., Mandan Merc. Co.

Calvin, N. D., C. A. Erickson
Cando, N. D., Bacon Bros.
Carbury, N. D., Farmers Co-Op. Mer. Co.
Carrington, N. D., Chaffee Bros. Co.
Casselton, N. D., H. M. Washburn
Catbay, N. D., A. P. Lies
Christine, N. D., J. S. Johnson
Clearbrook, Minn., Randobl & Nelson
Cleveland, N. D., Abrabam Pomerance
Comstock, Minn., Holland & Askegaard
Cooperstown, N. D., C. J. Lucken
Courtenay, N. D., Sandy Satre
Crookston, Minn., L. W. Larsen
Crosby, N. D. Otto I. Kjorlien
Culbertson, Mont., Donaldson Bros.

Davenport, N. D., Wm. Otton
Dawson, N. D., S. B. Niles
Decring, N. D., W. A. Dunlop
Donaldson, Minn., Alson Humes & Son.
Douglas, N. D., Harry G. Schrimpf
Drake, N. D., H. A. Schrader
Driscoll, N. D., Equity Grain & Mer. Co.
Dunseith, N. D., E. Lamoureux
Dickinson, N. D., Mandan Merc. Co.

Elgin, N. D., Mandan Merc. Co.
Eckman, N. D., Lackey & Allen
Edmore, N. D., Edmore Imp. Co.
Eldridge, N. D., Isaac L. O'Dell
Embden, N. D., W. P. Oerthe
Emerado, N. D., Hancock & Son
Enderlin, N. D., The Enderlin Farmers Elev. Co.

Englevale, N. D., C. A. Finch
Erie, N. D., Frank Ries
Erskine, Minn., O. H. Rask
Estevan, Sask. Canada, Wm. Kunia

Flasber, N. D., Mandan Mer. Co.
Falsen, N. D., Falsen Mer. Co.
Fargo, N. D., Glasrud & Steenstrup Co.
Fertile, Minn., John Erickson
Fessenden, N. D., A. E. Speiser
Fonda, N. D., Eli Charbonneau
Fordville, N. D., Ole K. Thoe
Forest River, N. D., J. A. Williams
Fosston, Minn., C. A. Larson
Foxholm, N. D., T. L. Simmons
Fort Clark, N. D., Mandan Mer. Co.

Galesburg, N. D., Iver Jondahl
Garrison, N. D., L. F. Mahowald
Gary, Minn., Strand Milsten Co.
Georgetown, Minn., Georgetown Farmers Elev. Co.
Gladstone, N. D., Dolwig & Duckhorn
Glasgow, Mont., Coleman Hdw. Co.
Glenburn, N. D., Nurrills & Moon
Goodrich, N. D. Billigmeier Merc. Co.
Grand Forks, N. D., Stinson Imp. & Fuel Co.
Grano, N. D., L. E. Eaton
Greenbusb, Minn., Greenbusb Co-Op. Co.
Gully, Minn., Melbo Mer. Co.
Glen Ullin, N. D., Mandan Mer. Co.

Hamlet, N. D., Nelson Grain & Lbr. Co.
Hansboro, N. D., Oscar R. Anderson
Harlon, N. D., Quale & Olson
Hartland, N. D., Mehus & Solem
Harvey, N. D., Harvey Farmers Co-Op Assn.
Hastings, N. D., Anton Anderson
Hawley, Minn., T. B. C. Evans
Heaton, N. D., Heaton Lbr. Co.
Heil, N. D., Wm. Heil
Hendrum, Minn., Henry Marsden
Hesper, N. D., J. C. McMillan
Hickson, N. D., W. R. Weir
Holt, Minn., C. Gustafson & Son
Hope, N. D., Brewster & Egan
Hurdsfield, N. D., W. A. McElvain

1 Jamestown, N. D., C. G. Fisher
Jessie, N. D., Otto E. Retzloff

Karlsruhe, N. D., Karlsruhe Merc. Co.
Karlstad, Minn., Peter Elleson
Kenmare, N. D., Nelson & Peterson.
Kent, Minn., Peter May
Kloten, N. D., Kloten Lbr. & Mach. Co.
Kramer, N. D., C. L. Broderson

Lake Park, Minn., Carl T. Strand
2 Lakota, N. D., F. Goldhammer
Lancaster, Minn., Lancaster Hdw. Co.
Lansford, N. D., John Kent
Lawton, N. D., Lamb & Kops Lbr. Co.
Lisbon, N. D., Schlader & Son.
Litchville, N. D., Hedahl Hanson Strinden Co.
Loraine, N. D., J. H. Davis
Lucca, N. D., L. D. Carver

McHenry, N. D., S. J. Patterson
3 McIntosh, Minn., Ed. L. Stower
McVille, N. D., P. T. Mark
Mandan, N. D., Mandan Merc. Co.
Manfred, N. D., G. D. Fisher
Mantador, N. D., Dvorak-Hain Co.
Martin, N. D., Samels Bros.
Max, N. D., Steinhaus Bros.
Medina, N. D., Peter Karpen
Mekinock, N. D., Hensrud Bros.
Melville, N. D., J. W. Shearer
Mentor, Minn., Ellingson & Groven
Mercer, N. D., Jas. Rice
Middle River, Minn., A. E. Wicklund
4 Minnewaukon, N. D., Geo. W. Denny
Minot, N. D., Fred V. Dale
Minto, N. D., Langowski & Co.
Mohall, N. D., Satron & Mickelson
Mondak, Mont., Nick Arend & Co.
Montpelier, N. D., N. P. Falk
Munich, N. D., Herman Schields
Mylo, N. D., A. Martin

New England, N. D., LaGrave & Horner
Newfolden, Minn., Amundson & Lee
New Rockford, N. D., L. L. Russell
Neilsville, Minn.. E. C. Onstad & Son
Niobe, N. D., Keller Merc. Co.
Nome, N. D., O. C. Berg
Northwood, N. D., John O. Quamme
New Salem, N. D., Mandan Merc. Co.

Oklee, Minn., P. A. Langlois
Omemee, N. D., A. A. Harrington
Oslo, Minn., Oslo Trading Co.
Overly, N. D., C. H. Shumway

Page, N. D., Murphy Woodward Co.
Pillsbury, N. D., Murphy Woodward Co.
Park River, N. D., David Aitken
Pembina, N. D., Langton & Kneeshaw
Perley, Minn., J. J. Johnson
Pingree, N. D., A. L. Koltze
Plaza, N. D., C. F. Carlson
Plentywood, Mont., Geo. E. Bolster
Plummer, Minn., C. Gustafson & Son

Richardton, N. D., Mandan Mer. Co.
Radium, Minn., F. F. Shantzen
Regent, N. D., Regent Sup. Co.
Rock Lake, N. D. N. W. Hawkinson Lbr. Co.
Rolette, N. D., Soreson & Owens
Rolla, N. D., Arthur Dixon
Roseau, Minn., Billberg & Johnson
Rugby, N. D., F. D. Smith
Ryder, N. D., Lumry Bros.

Sanger, N. D., Mandan Merc. Co.
St. Hilaire, Minn., N. A. Nelson
St. Vincent, Minn., W. J. Mason
Sheldon, N. D., Sheldon Far. Elev. Co.
Sherwood, N. D., Johnson, Connole & Co.
Sheyenne, N. D., Sheyenne Merc. Co.
Sikeston, N. D., Thos. Wagner
Southam, N. D., Stewart Bros.
Spiritwood, N. D., Anton Fried & Son.
Stampede, N. D., O. E. Bonsnes
Stanley, N. D., Johnson Bros. & Co.
Stephen, Minn., Stephen Auto Co.
Strandquist, Minn., G. J. Janson
Stanton, N. D. Mandan Merc. Co.
South Heart, N. D., " " "

Tagus, N. D., Ira D. Bush
Tappen, N. D., Geesey & Wallner
Thief River Falls, Minn., C. Gustafson & Son

Tokio, N. D., Albert Jaqua
Tolna, N. D., A. H. Dahl
Turtle Lake, N. D., Wenzel-Schumacher Co.
Twin Valley, Minn., John Schaw

Ulen, Minn., N. P. Jenson
Upham, N. D., J. M. Vatsvog
Underwood, N. D., Mandan Mer. Co.

Valley City, N. D., Anderson & Segerson
Viking, Minn., Farmers Co-Op Co.

Wahpeton, N. D., E. S. Babcock & Co.
Warren, Minn., Wm. Erickson 1
Warroad, Minn., Warroad Sup. Co.,
Westhope, N. D., W. W. Link
White Earth, N. D., Ole Ellingson
Williston, N. D., The John Boe Mach Co.
Wolford, N. D., F. R. Marrs
Wolf Point, Mont., J. H. Coffey
Wylie, Minn., Peter Hansel
Wyndmere, N. D., Wyndmere Auto & Mach. Co.
Washburn, N. D., Mandan Mer. Co.
Wilton, N. D. " " "

York, N. D., Hock & Son 2

3

Austin	Texas	W. H. Richardson
Brenham	"	F. W. Wood
Corpus Christi	"	E. H. Caldwell
Dallas	"	Joe E. Johnson
El Paso	"	Krakner, Zork, Moyes, Sucs. Inc.
Fresno	California	W. J. O'Neill & Co.
Houston	Texas	Southern Texas Imp. & Vehicle Co.
Los Angeles	California	Wood & Company
Ogden	Utah	Sidney Stevens Implement Co.
Paris	Texas	A. C. Frey Hdwe. Co.
Stockton	California	McCall & McCall 4
Waco	Texas	Herrick Hdwe. Co.
Mansfield	Pa.	Keystone Grange Exchange
Staunton	Va.	Jas. R. Kemper
Dallas	Texas	The Southern Imp. & Supply Co.
Gooding	Idaho	Smith Bros.
Jerome	"	Thos. Jaycox
Decatur	Texas	Lillard Co.
Sweet	Idaho	Butte Hdwe. Co.
Cambridge	"	Stewart & Johnson
Hollister	"	Diebolt & Co.
Richfield	"	J. A. Youngkin & Co.
Portland	Oregon	John Deere Plow Co.
Boise	Idaho	Kerr Hdwe. & Implement Co.

1 Advance, Wis. J. A. Perry
Adell, Wis. F. O. Schulz
Albany, Ill. G. W. Wells
Alsworth, Ill., Winnebago Prod. & Sup. Co.
Amboy, Ill., W. G. White
Arena, Wis. F. M. Allen
Argyle, Wis. Nels N. Saalsaa
Arlington, Ill. Peter Schmitz
Ashton, Ill. McCade & Weishaar
Aurora, Ill. Thompson Trans. & Stor. Co.
Aurora, Ill. Joseph Mercer
2 Avalon, Wis. C. J. Stoney

Bangor, Wis. Frank P. Roberts
Baraboo, Wis. E. T. Goolmar
Bartlett, Ill. Thurman & Krunfuss
Batania, Ill. C. H. Feldott
Beaver Dam, Wis., Aug. Dinsch
Belleville, Wis. R. J. Wadey Hdw. Co.
Beloit, Wis. Johnson & Greenberg
Belvidere, Ill. H. J. Stearns
Berlin, Wis. G. W. Goodnature
Black Creek, Wis. John J. Rettler
3 Blue River, Wis. J. S. Peters
Bonduel, Wis. H. H. Heck Hdw. Co.
Boscobel, Wis. L. P. Botten
Brandon, Wis. Farmers Elev. Co.
Bristol, Wis. C. H. Murdock
Brodhead, Wis. Geo. W. Roderick & Co.
Burlington, Ill. Kaniess Bros.
Byron, Ill. L. D. Marshall

Caledonia, Ill. J. E. Sweeney
Camp Douglas, Wis. Wm. Ollds
Capron, Ill. J. A. DeMunn
4 Cashton, Wis. Cashton Hdwe. Co.
Cassville, Wis. Peter A. Bausch
Chadwick, Ill. H. A. Smith
Clare, Ill. Dooley & Burchfield
Clarno, Wis. J. S. Frautschy
Clinton, Wis. W. W. Dalton
Clintonville, Wis. W. B. Helms
Clyman, Wis. Frank Klatt
Colby, Wis. Colby Hdwe. Co.
Coloma, Wis. Coloma Produce Co.
Columbus, Wis. D. R. Jones
Compton, Ill. Wm. Holdren

Dancy, Wis. M. H. Altenburg.
Darlington, Wis. P. S. Morgan
Davis, Ill. John Hessenthaler
Deerfield, Wis. Ed. Gottschalk
De Forest, Wis. J. O. Johnson
DeSoto, Wis. W. D. Neeley
Dixon, Ill. W. D. Drew
Dodgeville, Wis. Henry M. Demuth
Dover, Ill. G. E. Spake
Durand, Ill. J. C. VanSickle

Edgar, Wis. Ottaway & Parski
Edgerton, Wis. Jay B. Shaw
Eland, Wis. T. G. Fisher
Eldorado, Wis. Chas. Behrns
Elgin, Ill. Robt. Stewart & Co.
Elmhurst, Ill. L. A. Balgeman
Erie, Ill. James & Reisenbigler
Fennimore, Wis. Riddiough & Son
Fond du Lac, Wis. F. A. Johnson
Forreston, Ill., Fred Deuth
Ft. Atkinson, Wis. Hubbard & Bailey
Freeport, Ill. Brown & Shouer
Fulton, Ill., John Renkes

Galena, Ill., E. Kuhn
Geneva, Ill., Wm. Coryell
Genoa, Ill. E. H. Cohoon & Co.
German Valley, Ill. John Cordes
Gilberts, Ill., J. L. Jurs
Grand Rapids, Wis. Griesback & Kiep
Gratiot, Wis., John W. Simons
Greenwood, Ill., F. E. Rawson

Hampshire, Ill., Carl Scheisher
Hanover, Ill., Christ Fisher
Harper, Ill., F. J. Miller
Harrisville, Ill., Wm. E. Raymond
Hartford, Wis., Shaner Bros.
Hartland, Ill., T. E. McCracken
Hartland, Wis. Wm. Strattman
Harvard, Ill., G. W. Rich
Hayton, Wis. Wendelin Schierl
Hazel Green, Wis. J. W. Maneman
Hilbert, Wis. Jos. Heimeral
Hillsboro, Wis. M. D. Lind
Hillsdale, Ill. Hudson & Wilson
Holcomb, Ill. A. W. Knott
Hollendale Wis. A. M. Thompson

Johnson Creek, Wis. Trachte & Grohlman
Junction City, Wis. Aug. Piekarski
Juneau, Wis. Chas. R. Schultz

Kent, Ill. J. F. Keister
Kilbourn, Wis. John G. Kingsley
Kings, Ill. C. A. Rice
Knowles, Wis. Knowles Prod. & Trading Co.

La Crosse, Wis. A. M. Castle
Lanark, Ill. M. H. Sipes
Lancaster, Wis. Fisher & Pagenkopf
La Valle, Wis. La Valle Farmers Co.
Lee, Ill. Henderson & Olson
Leland, Ill. H. C. Lloyd
Lily Lake, Ill. Abrahamson & Crystal
Lima Center, Wis. H. J. Dixon
Lodi, Wis. J. I. McFarland
Lone Rock, Wis. E. A. Hunter

McConnells, Ill. Wm. J. Wachlin
Madison, Wis. Union Trf. & Stor. Co.
Manawa, Wis. W. F. Lueck
Manlius, Ill. Christ Larson
Maple Park, Ill. M. Simons
Marathon, Wis. Frank Steiber
Marengo, Ill. Marengo Mch. & Fdry Co.
Markesan, Wis. A. T. Hein
Massback, Ill. Rndolph & Dittmar
Mauston, Wis. R. R. Kastner
Mendota, Ill. Mendota Mfg. & Trans. Co.
Merrill, Wis. G. C. Geotsch
Milledgeville, Ill. C. S. Woodin
Milton Junction, Wis. S. C. Hull
Monroe, Wis. Slinde Bros.
Monroe Center, Ill. A. W. Drager
Montello, Wis. R. J. Jasper
Montford, Wis. Samuel Frankland
Morrison, Ill. W. G. Robinson
Mt. Carroll, Ill. Adam Fulrath
Mt. Horib, Wis. Peoples Mercantile Assn.
Mt. Morris, Ill. Wingert & Clevidence

Nachusa, Ill. Harvey Countryman
Naperville, Ill. F. S. Geotsch
Necedah, Wis. F. M. Filkins
Newark, Ill. N. K. Weeks
New Holstein, Wis. Henry Buettner
New Lisbon, Wis. F. J. Martin
Nora, Ill. Bruce Miner
Norwalk, Wis. E. O. Menn

Oak Center, Wis. G. E. Goodlarson 1
Ohio, Ill. J. H. Neis
Orangeville, Ill. Frank E. Millman
Oregon, Wis. Cusick Richards & Roberts
Orfordville, Wis. H. N. Wagley
Oshkosh, Wis. Wilke Imp. Co.
Oswego, Ill., R. H. Johnson

Paines Point, Ill. Geo. B. Hall
Palmyra, Wis. P. A. Bealhen & Son
Paredeville, Wis. Meyer & Roberts
Paw Paw, Ill. Philip Neibergall
Pearl City, Ill. C. F. Kuhlemeyer 2
Pecatonica, Ill. P. H. Reddy
Pecks Station, Wis. J. H. Richter
Platteville, Wis. G. S. Heiser
Plymouth, Wis. Magon, Bros.
Palo, Ill. E. S. Waterburg
Portage, Wis. Fred Winders
Potosi, Wis. Flesch & Schiffman
Potter, Wis. Zahn Bros.
Poy Sipi, Wis. Richard Wendt
Princeton, Ill. S. O. Josephson & Son
Prophetstown, Ill. M. P. Brewer & Co. 3
Pulaski, Wis. Frank Tafel

Randolph, Wis. E. J. Williams & Co.
Random Lake, Wis. N. O. Mueller
Redmound, Wis., W. D. Neeley
Reedsburg, Wis., F. M. Baker
Reedstown, Wis., J. H. Sime
Rewey, Wis. Jas. Austin
Richland Center, Wis. Scott Barnes
Rio, Wis. O. H. Thompson
Rochelle, Ill. Reed & Cleveland
Rock City, Ill. J. C. Young
Rockdale, Wis. Anderson Bros. 4
Rockford, Ill. W. R. Holland
" " H. J. Green
Rockton, Ill. E. S. Gleasman

Sauk City, Wis., Aug. Derleth & Son
Savanna, Ill., L. A. Oyster
Scales Mound, Ill. C. L. Durstein
Schleisingerville, Wis., John Rosenheimer
Serena, Ill. C. R. Duffy
Shannon, Ill. Harry Cheesman
Sharon, Wis. Fred Windecker
Sheboygan Falls, Wis. Selle & Damrow

1 Shirland, Ill., Patrick Crawley
Shullsburg, Wis., B. A. Morris
Sparta, Wis., Morse & Dammon
Spring Green, Wis., Sherwood Bros.
St. Charles, Ill., H. L. Jones
Sterling, Ill., Coe Bros.
Stevens Point, Wis. Klemens Piotrowski
Steward, Ill., Kirby & Kirby
Stoddard, Wis., John Pulver
Stoughton, Wis., Emery & Johnson
Sullivan, Wis., Eli Scherer
Sun Prairie, Wis., I. D. Hayden Hdw. Co.
2 Sycamore, Ill., Wylde & Shaw

Tampico, Ill., N. E. Tonkinson
Thomson, Ill. Robt. Groharing
Triumph, Ill., C. H. Steinhack
Troxel, Ill., Leisch Bros.
Troy Center, Wis., Carl J. Huth

Union, Ill., Geo. Shaw

Van Orin, Ill., D. E. Selden

Van Petten, Ill., Van Petten & Hess
Viola, Wis., Martin Bros.

Walnut, Ill., H. Weisenheimer
Walton, Ill. Wm. McCoy
Warren, Ill., J. A. Thorpe
Watertown, Wis., L. W. Wolff & Co.
Waukesha, Wis., Daviess Bros.
Waunakee, Wis., M. Simon
Wauzeka, Wis., Hazen Bros.
West Chicago, Ill., W. G. Buchanan
Westfield, Wis., W. A. Nutter
Weyanwega, Wis., C. E. George
Wheaton, Ill., F. E. Wheaton & Son
Whitewater, Wis., Addison H. Tubbs
Wilton, Wis., E. F. Boetzel
Winslow, Ill., Chas. O. Schramm
Wittenberg, Wis., The Cheeseman, Myer Hdw. Co.
Wonewac, Wis., Henry Hamburg
Woodford, Wis., M. H. Olsen
Woosung, Ill., Henry A. Parks

Yorkville, Ill., Farmers Elev. Co.

Zenda, Wis., Kimball & Son.

3 Adams, Minn., N. P. Gurwin
Austin, Minn., Austin Plow & Harrow Co.
Albert Lee, Minn., Hanson, Moen & Hoidal
Adrain, Minn., Peter Lenz, Jr.
Avoca, Minn., N. H. Lanertz
Alden, Minn., Andrew Robertson
Arco, Minn., A. W. Pochardt
Amerit, Minn., J. K. Spencer
Alpha, Minn., H. K. Hughes

4 Ballatin, Minn., Lyon Co. Co-Op. Co.
Blue Earth, Minn., Branes, Briggs & Barnes
Butterfield, Minn., Claus Melhein
Beaver Creek, Minn., F. E. Henton
Brewster, Minn., M. Kaufman
Byron, Minn., E. R. Setz.
Bixby, Minn., McLaughlin & O'Halloren

Chatfield, Minn., Kaiserlick Bros.
Claremont, Minn., F. R. Heisberg
Comfrey, Minn., Frank Schwertzer
Courtland, Minn., Herman Paehlers
Camhy, Minn., J. F. Schoephbertster

Cleveland, Minn., Wm. Robinson
Chester, Minn., H. L. Black
Clements, Minn., A. C. Clements.
Caledonia, Minn., John B. Evans
Camhria, Minn., Thomas Brothers.

Dodge Center, Minn., H. G. Churchward
Dundee, Minn., Dundee Implt. Co.

Easton, Minn., Frank Nolte
Elkton, Minn., A. T. Anderson
Eyota, Minn., G. W. Plank
Ellendale, Minn., A. B. Gulhrandson

Farihault, Minn., Faribault Implement Co.
Fulda, Minn., W. W. Dennis
Freeborn, Minn.. Freehorn Motor Co.

Good Thunder, Minn., William Koberg
Goodhue, Minn., K. L. Anderson
Gordenville, Minn., A. A. Lang

Henderson, Minn., Healow & Carmen
Hendricks, Minn., Johnson & Kunston

Holland, Minn., Boehmke & Henbergtsie
Hokah, Minn., F. B. Myers & Co.
Hauska, Minn., B. J. Blein
Harmony, Minn., Arne Nelson
Hardwich, Minn., F. W. Ohlin
Hartland, Minn., Siblerud & Olson
Houston, Minn., Fay Bros.

Iona, Minn., Jos. Koob
Ivanhoe, Minn., M. M. Domek & Co.

Jackson, Minn., H. H. Hughes

Keister, Minn., F. B. Robertson
Kilkenny, Minn., John Murphy & Co.

Lakefield, Minn., Christ Bauer
Lewiston, Minn., Hugo F. Brand
Lyle, Minn., F. J. Parelic
Lake Crystal, Minn., E. D. Baker
LeSueur Center, Minn., Macker & Bisek Bros.
Lake Wilson, Minn., Jansen & Holbrook
Lake Benton, Minn., Frant Hartsman
Lewisville, Minn., Geiger & Rector
Lynd, Minn., O. M. Larson

Mapleton, Minn., Otto Schwere
Mt. Lake, Minn., Schroeder & Becker
Minnesota, Minn., J. H. Jonathan
Marshall, Minn., D. O. Henderson & Son
Mable, Minn., B. K. Swenson
Morgan, Minn., Root & Fenske
Manchester, Minn., C. H. Hanson
Morristown, Minn., J. J. Sterns
Melroy, Minn., J. W. Dysart
Minneska, Minn., John Peston
Montgomery, Minn., Oldenburg Bros. & Petucka

New Richland, Minn., J. D. Swift
Nicolett, Minn., Johannes Bros.
Northfield, Minn., A. L. Albers
Nodine, Minn., Papenfuss Bros.

Ottowa, Minn., D. R. Morgan

Odin, Minn., Axel Westrell 1

Pettis, Minn., Pettis & Kendall
Pipestone, Minn., W. B. Brown
Porter, Minn., G. O. Miller
Pemberton, Minn., Nelson Ofterdahl
Peterson, Minn., P. E. Quickstad & Son

Ruthton, Minn., H. G. Harders
Rose Creek, Minn., Matheas Schmidt
Rushford, Minn., W. H. Topsted
Russell, Minn., B. G. Hendrich
Redwood Falls, Minn., Farm. Ele. Co. 2

Sleepy Eye, Minn., John M. Schropfer
Springfield, Minn., A. A. Poffrath
Sargent, Minn., Grimms Brothers
Slayton, Minn., J. M. Collins
Smith Mills, Minn., W. W. Pitman
St. Clair, Minn., Wm. Boswell & Son
St. James, Minn., Gibson & Meyers
St. Charles, Minn., St. Charles Farm. Elevator Company
Storden, Minn., Storden Imp. Co.
St. Peter, Minn., Fox Implt. Co. 3

Taopi, Minn., James R. Culton
Tracy, Minn., H. R. Searles
Tyler, Minn., George Holm & Company
Trosky, Minn., John M. Arend
Taunton, Minn., Salmon & Szaryski

Veselie, Minn., B. J. Shimota
Vernon Center, Minn., F. H. Stoner

Waltham, Minn., C. J. Condo
Whalen, Minn., M. Opperud & Son 4
Windom, Minn., Ole Eloreim
Waseco, Minn., Byron & Cunningham
O'Watonna, Minn., Independent Imp. Co.
West Brook, Minn., West Brook Imp. Co.
Wabasso, Minn., M. Schueller
Wilmont, Minn., Lebens & Knudson
Waterville, Minn., Quiran, & Co.

1 Broadview, Mont. Broadview Seed Company,
Beach, N. D. Woodhull & Linger
Baker, Mont. L. Price & Company
Bozeman, Mont. Nichols, Robinson Implement Co.
Billings, Mont. Strum & Drake
Belfield, N. Dak. Phillip Burnelle
Columbus, Mont. C. W. Spurr
Conrad, Mont. Peterson Bros. Implement Co.
Fallon, Mont. A. C. Gifford
2 Great Falls, Mont. George G. Mills Company
Ismay, Mont. Ed. McNamera
Jefferson Island, Mont. Shaw & Rowe
Laurel, Mont. A. C. Bundy
Lewistown, Mont. Fergus County Hardware Company
Lavina, Mont. Phillips & Kruger
Miles City, Mont. Myers & Lindeburg
Plains, Mont. Simpson Brothers & Shepard
Riverview, Mont. Riverside Machinery Company
Ryegate, Mont. J. B. Greegs
Roundup, Mont. Newton Hdwe. & Implt. Co.
Valier, Mont. Joseph Sturgeon.

Anna, Ill., W. W. Stokes & Co.
Addieville, Ill. John Schmale
Ava, Ill. H. L. Cupp
Advance, Mo. C. C. Schonoff
Albion, Ill. A. M. Haffer
Argyle, Mo. Argyle Milling & Grain Co.
Anglum, Mo. Muenks Bros.
3 Bardwell, Ky. Cotter Bugg Hdwe. Co.
Blodgett, Mo. Stubbs Marshall Merc. Co.
Booneville, Ind. John Elzer
Baldwin, Ill. Hy. Grot
Beaver Dam, Ky. Williams & Miller
Bowling Green, Ky. L. S. Brough
Benton, Mo. W. C. Lambert Merc. Co.
Bandana, Ky. J. S. Nicholus
Bloomfield, Mo. Bishoff & Yope
Bloomington, Ind. Luther M. Smith
Blackford, Ky. Farmers Prod. & Supply Co.
4 Bismark, Mo. Henry Adkins
Bedford, Ind. Hartman & Gyger
Bufkin, Ind. L. J. & E. Utley
Belleville, Ill. Heinzelman Bros. Co.
Bland, Mo. A. F. Aufderheide
Bourbon, Mo. Long & Bremer
Birdsville, Ky. H. W. Hodge
Birdseye, Ind. W. H. Wade
Booneville, Ind. Chas. Roth
Bickwell, Ind. Bickwell Cornice & Heating Co.
Belle, Mo. Christ Koenig & Co.
Buckskin, Ind. Wm. A. Treman & Bros.
Blairsville, Ill. D. Lockwood
Bernie, Mo. W. L. Smith & Co.
Budseye, Ind. O. D. Hosmer
Bell City, Mo. F. M. Norman
Carmi, Ill. A. H. Brandt
Centerville Sta. Ill. Wm. Rehg
Commerce, Mo. R. B. Henchan & Son
Campbell-Hill, Ill. W. J. Lauder
Cutler, Ill. Thos. Carter
Charleston, Mo. Big 4 Store Co.
Chaffee, Mo. Essner Bros. Co.
Cario, Ill. W. H. Lawson Imp. Co.
Caruthersville, Mo. Cunningham Store Co.
Cadiz, Ky. B. A. Woodruff
Calhown, Ky. D. E. Edwards
Canton, Ky. Turner Bros.
Cloverport, Ky. J. H. Brown
Cerulean, Ky. Wood Bros.
Cadiz, Ky. Tart & Hancock
Clarkton, Mo. Tatum Bros.
Clinton, Ky. J. T. Benedict
Clay City, Ind. Shanweckn & Crabtree
Clay City, Ill. John R. Raley
Cypress, Ill. H. C. Goodman
Corydon, Ky. Corydon Mach. Co.
Campbell, Mo. McCutchon Merc. Co.
Cisne, Ill. Geo. Kost & Co.
Crofton, Ky. G. C. Bowels
Creal Spgrs. Ill. Sam Clark
Corning, Ark. Wm. Lelbetter
Cape Girardeau, Mo. Martin E. Henti
Cascade, Ky. W. F. Dorris
Carterville, Ill. Hayton & West
Cane in the Rock, Ill. Farmers Union Supply Co.

Dexter, Mo. Farm. Union Sup. Co.
Dale, Ind. Lewis Doerr
Dudley, Mo. R. A. Nayes
Dahlgreen, Ill. G. G. Jenkins
Doniphan, Mo. E. Ferguson Mer. Co.
Dawson, Ky. Farm. Prod. Exchange
Duquoin, Ill. Jno. Grieh & Co.
Disarc, Mo. L. L. Schmidt
Dillon, Mo. J. W. Gray
Dixon, Ky. Henry Wicks
Dawson Spgrs. Ky. Bishop & Hayes

Evansville, Ill. H. J. Lang
Essex, Mo. F. B. Hux
Elkton, Ky. W. F. Kirdman
Eureka, Mo. J. P. Boemler
Ekron, Ky. D. R. Shacklette & Co.
Evansville, Ind. J. S. Wilson
Enfield, Ill. T. C. Crawford

Fairfield, Ill. J. M. Worley
Flora, Ill. Franklin Walhert
Flourney, Ky. H. C. Culner
Fulton, Ky., Camphell Imp. Co.
Fredricktown, Mo. Jno. Ramey, Jr.
Fredonia, Ky. J. S. Loyd.
Freeburg, Mo. Baur Bros.
Fort Branch, Ind. L. W. Woods
Ferguson, Mo. Wilson & Gralus
Flint, Ill. A. S. Page & Son

Grand Chain, Ill. Theo Ruethers
Grayville, Ill. Floyd Rotramel
Golden Pond, Ky. S. I. Spiceland
Gerald, Mo. John Farrell
Golconda, Ill., Jos. Lay & Son
Gatewood, Mo. L. G. O'Neal
Gilhertsville, Ky. R. H. Marshall
Greenville, Mo. Joe Marler
Greenville, Ky. J. R. Mayhugh

Hopkinsville, Ky. F. A. Yost & Co.
Hermann, Mo. Christ Eberlin & Son
Hatfield, Ind. Farm. Supply Co.
Hawsville, Ky. L. C. Goring & Son
Haidensburg, Ky. Patrick Dillon
Henshaw, Ky. Watkins & Ware
Hanson, Ky. J. O. Edge
Henderson, Ky. Norris & Lochett Co.
Huntingberg, Ind. J. S. Frick
Herrin, Ill. Paul Dawson
Heckman, Ky. Ledford & Randall

Irvington, Ill. Fritz Meimier
Indian Spgrs. Ind. H. Dillon
Isahel Sta. Ill. Theo Vogel
Ina, Ill. J. F. Fry

Johnsonville, Ill. Otto Kupfer
Junction, Ill. H. M. Catlin
Joseph, Ind. Frank Lampert
Johnson, Ind., J. M. Ray
Jackson, Mo. Milde Bros.
Jeffrieshurg, Mo. T. J. Beckman

Keenes, Ill. Wood & Son
Kuttawa, Ky. G. L. Gray
Kell, Ill. H. M. Moehlman
Kevil, Ky. R. L. Culver

Lamar, Ind. Jno. Ferguson
Lyons, Ind. Frank Morgan
Levie, Ky. J. B. Carter
Lynnville, Ind. J. A. Friend
Lewisburg, Ky. F. W. Wilson & Son
Lewisport, Ky. J. B. Taylor & Sons
Leslie, Mo. Duerr Bros.
Logansport, Ind. Thos. Groves
Lutesville, Mo. Chas. A. Sommer

Marion, Ill. M. Schafla
Marrissa, Ill. M. R. Lyons
Menfro, Mo. C. W. Armbruster
Morrison, Mo. Henry Stock
Maxon Mills, Ky. Vance Bros.
Malden, Mo. Stokes Bros. Store Co.
Mt. Carmel, Ill. R. A. Siebert
Mt. Vernon, Ind. J. G. Riese
Marengo, Ind. Jno. W. Stone
Mayfield, Ky. Council & Alhritton
Mt. Vernon, Ill. Threlkela & Stotlar
Marston, Mo. Branes Store Co.
Madisonville, Ky. R. E. Moore
Montgomery, Ind. Fanning & Healy
Marion, Ky. C. R. Newcom
Mounie, Ill. Geo. M. Clark
McLeanshoro, Ill. Trout Bros.
Mt. Vernon, Ill. Threlkela Bros.
Mt. Erie, Ill. J. J. Dauhs
Metropolis, Ill. F. H. Roskemmer
Mill Shoals, Ill. Cox Bros.
Murray, Ky. Baker & Glasgow
Mound City, Ill. Willard & Crain
Mill Springs, Mo. Carnahan & McClure
Minnith, Mo. B. M. Voelker Merc. Co.

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1 Morrelton, Mo. Reed & Webster
Meta, Mo. Peter Loethen
McLeansboreo, Ill. A. L. Page & Son

New Baden, Ill. Tony Harpstrite
New Harmony, Ind. Cbas. Prelzcb
New Atbens, Ill. J. T. Koch
New Haven, Mo. Otto Stock
Nellyville, Mo. Cbas. Ebrson
Naylor, Mo. J. A. Magruder
Newberg, Ind. D. Firrest & Hutchins
New Harmony, Ind. E. W. McFadden
2 Nortonville, Ky. J. Noates
Norris City, Ill. Barnum & Cox

Olive Branch, Ill. W. W. Wilbourne
Oakland City, Ind. Jackson & Watt
Otewell, Ind. Gray & Taylor
Owensboro, Ky. Halbrook & Harsh
Omaha, Ill. Jas. M. Gregg
Owensville, Mo. Koch Bros.
Otterpond, Ky. W. W. Cbilders
Owensboro, Ky. T. J. Turley & Co.
Oron, Mo. Falbert Fink
Oakdale, Ill. Brammeir & Sloane
3 Opydyke, Ill. O. T. Ham
Olney, Ill. Granes & Wilson

Providence, Ky. J. B. Benjamin
Princeton, Ky. Frank Cash
Pulaski, Ill. Oliner J. Lackey
Paducah, Ky. J. R. Leigh
Poplar Bluffs, Mo. Allison Mer. Co.
Petersburg, Ind. A. J. Dale
Parma, Mo. Leigh Bros.
Portageville, Mo. Farmers Merc. Co.
Patterson, Mo. F. A. Montgomery
Pride, Ky. T. J. Hearin

4 Raddom, Ill. M. A. Powlouski
Rockport, Ind. C. J. Wetzel & Son
Ridgeway, Ill. S. B. Hicks
Rocbester, Ky. W. S. Mercer
Robards, Ky. Cottingham Bros.
Russelville, Ky. Hill & Cbeck
Russelville, Mo. Sam T. Glover
Reeds, Ky. Campbell & Mitcbell
Red Bud, Ill. Henry Schuette
Ryors, Mo. Wesley Cox
Robertsville, Mo. P. M. Beasley
Red Bird, Mo. J. A. Sewell

St. Francisville, Ill. Jobn Griggs
Steelville, Ill. Wm. Reicbenberg

Stendall, Ind. C. H. Katter
Sikeston, Mo. Sikeston Merc. Co.
Smithland, Ky. C. B. Davis
Spottsville, Ky. W. B. Powell
St. Genevieve, Ky. St. Genevieve Imp. & Cement Co.
Slaugbterville, Ky. Smith & Reynolds
Sullivan, Ky. J. M. Quiry
St. Meinard, Ind. Jacob F. Ruxer
Somerville, Ind. J. P. Carter
St. Anthony, Ind. Jas. Hulsman
Sesser, Ill. J. W. Hine & Co.
Sparta, Ill. Jno. F. Wilson
Senatb, Mo. J. R. King & Co.
Stanton, Mo. B. Hammer
Steeleville, Mo. Farms. Union Merc. Co.
Scruggs, Mo. Martin Loesch
Salem, Ill. Martin & Co.
Sabree, Ky. R. F. Bucbanan Co.
Sturgis, Ky. Dyer & Herron
Sampson, Ill. Whiteside Bros.
Stewartsville, Ind. Anderson & Wiley
Sarah, Ind. E. W. McFadden

Tell City, Ind. B. H. Bockbold
Tamoroa, Ind. J. J. Miller
Tbackery, Ill. G. W. Taylor

Ullin, Ill. Anderson & Rbymer
Useful, Mo. Benton Herley
Union, Mo. Oscar Buscb

Vincennes, Ind. Hunckler Bros.
Vienna, Mo. Wm. M. Keiner
Villa Ridge, Mo. Disharoon Bros.
Vegus, Mo. Muenks Bros.
Vosball, Mo. A. E. Vendott

West Salem, Ill. Gertz & Voigbt
Winkliffe, Ky. H. Peal
West Baden, Ind. W. S. Lomas & Son
Wbite Plain, Ky. C. B. Dillingbam
West Frankfort, Ill. D. C. Crawford
West End, Ill. Mitcbell & Dwyer
Woodburn, Ky. Woodburn Hdw. Co.
Waltonville, Ill. J. W. Robinson
Waterloo, Ill. Frank Metzger
Wasbington, Mo. Jno. F. Bicbs
Welburn, Ind. E. W. McFadden
Wbittington, Ill. C. J. McAffoos & Son
Walnut Hill, Ill. A. L. Crazen

Zelma, Ind. I. H. Cummings

Altamont, Kans., E. W. Wilder
Agency, Mo., J. C. Riley
Alton, Kans., S. J. Hibbs
Aurora, Mo., J. S. Girard
Amoret, Mo., C. W. McAnnick
Alha, Kans., Sponable Farmer & Co.
Alpena Pass, Ark., W. H. Auman
Ash Grove, Mo., Turk Bros.
Abeline, Kans., Hodge Bros.
Agenda, Kans., D. E. Graham
Agra, Kans., Badgley & Fields
Aurora, Kans., Geo. Mallo
Atchinson, Kans., Berry Hdw. Co.
Appleton, Mo., Lucksinger Merc. Co.
Atherton, Mo., Jno. Mueller
Allen, Kans., C. H. W. Pomer
Ada, Kans., J. E. Karns

Bonner Springs, Kans., W. S. Twist
Bolivar, Mo., M. E. Kirhy
Broken Arrow, Okla., Kennedy Imp. Co.
Blue Rapids, Kans., Brady & Rogers
Burlington, Kans., I. B. Rhinehart
Butler, Mo., L. Deacon
Bruno, Ark., K. F. Cantrell & Bros.
Brenner, Kans., Henry Hess
Barnes, Kans., Henry Barta
Bois de Arc., Mo., M. O. Likens
Basehor, Kans., L. Allenhrand
Baxter Springs, Ks., W. T. Gregory
Barnard, Kans., Far. Union Co-Op. Ass'n
Broughton, Kans., Broughton Grain Co.
Berwick, J. H. Strahn
Beagle, Kans., C. J. Harpes
Bartlett, Kans., Burns Supply Co.
Bushyhead, Okla., Bushyhead Lhr. Co.
Barnard, Kans., J. B. Baker
Bates City, Mo., Bates City Merc. Co.
Bogard, Mo., Conady & Conady
Braymer, Mo., S. Thomas
Brunswick, Mo., J. M. Perry & Son
Buffalo, Mo., L. W. Helton
Brookline, Mo., Baker Bros.

Carthage, Mo., J. M. Bihee
Clyde, Kans., Mailloux, P. R.
Concordia, Mo., Ed. L. Treman
Corning, Kans., J. W. Hyhskman
Chetopa, Kans., St. Elmo Porter

Centerville, Kans., F. H. Buchanan 1
Claremore, Okla., J. T. Wilson & Son
Chapman, Kans., E. J. Larson
Chiles, Kans., R. S. Williar
Chester, Mo., L. M. Huffman
Chouteau, Okla., J. B. Chastain & Son
Clay Center, Ks., Anthony Sihlitz
Clinton, Mo., G. A. Tally
Cedar, Kans., J. H. McNeil
Cassville, Mo., Walter White
Centralia, Kans., E. R. Wilson
Cherryvale, Kans., J. M. Davidson
Crestline, Kans., Chestnut & Ellis 2
Calhoun, Mo., W. C. Butler
Centerview, Mo., W. H. Sherrick & Co.
Cawker City, Kans., Cawker City Hdw. Co.
Cameron, Mo., E. T. Atkinson
Catale, Okla., D. L. Baird
Centertown, Mo., Chas. P. Vogel
Claudell, Kans., F. M. Claudell
Corning, Mo., Aaron Johnson
Craig, Mo., W. B. Scott

Delia, Kans., W. T. Dowling 3
Deepwater, Mo., A. B. Mohrweiss
Dover, Mo., Redd Bros.
Dawson, Okla., Hedgecock Bros.
Densmore, Kans., Geo. Stepper
Downs, Kans., Far. Co-Op. Ass'n
Duenweg, Mo., Lown & Hastings
Drexel, Mo., Seamen Imp. Co.
Denison, Kans., J. M. Chestnut & Son
Dewitt, Mo., Floyd E. Weltner
Dalton, Mo., Coleman & Schysheck
Despatch, Kans., Voss Bros.
Dearing, Kans., O. O. Crane 4
Dearhorn, Mo., Dearhorn Imp. Co.
Dennis, Kans., G. G. Hayes
Delphos, Kans., Far. Union Co-op. Co.

Englevale, Kans., Cunningham Bros.
Elmira, Mo., Stafford & Melling
Emporia, Kans., Co-operative Merc. Co.
Effingham, Kans., Ira Saunders
Enterprise, Kans., J. H. Buhler
Eudora, Kans., W. A. Fuller
Erie, Kans., Sam'l Due
Easton, Mo., Craig & Starret

1 Eldorado Springs, Mo., Eldorado Sup Co.
East Lynn, Mo., J. E. Stine
Eureka Springs, Ark., H. I. Seidel
Edgerton, Kans., Edgerton Hdw. Co.
Edmond, Kans., Woodward Merc. Co.
Elkland, Mo., Hardin Bros.
Everton, Mo., Goforth Hankins Co.
Esbon, Kans., Shook Bros.
Edgerton, Mo., J. R. Duncan

Fayetteville, Ark., W. T. Farrar & Co.
2 Frankfort, Kans., Wallace Gibbs
Farlington, Kans., Cady Park Hdw. Co.
Ford City, Kans., Thos Beasline
Formosa, Kans., L. H. Appleby
Fontana, Kans., J. E. Folk
Fairview, Mo., Fairview Hdw. Co.

Gardner, Kans., Dunn & Shedden
Garden City, Mo., S. D. Helmuth
Glasco, Kans., King Hdw. & Imp. Co.
Green Forest, Ark., Green Forest Hdw. Co.
3 Gaylord, Kans., J. W. Campbell
Grand Pass, Mo., T. A. Bauer
Graydon Springs, Mo., L. W. Acuff
Gowen, Mo., Tillman Fry
Golden City, Mo., Lavern & Woody
Gilman City, Mo., Kern & Black
Gippsum, Kans., Mitchell & Keys
Greenleaf, Kans., M. Thimes
Girard, Kans., A. H. Baker
Garland, Kans., Denton Imp. Co.
Grant City, Mo., Kibbe & Spillman
Grand View, Mo., Lindsey & West
Greeley, Kans., Cunningham & Keeler
4 Goff, Kans., Simon & Son
Greenfield, Mo., P. D. Stringfield
Galena, Mo., W. D. Mathis
Glen Elder, Kans., J. C. Calder

Hamblin, Kans., E. W. Browning
Haddam, Kans., C. W. Dillingham
Harrison, Ark., T. G. Moss & Co.
Hepler, Kans., J. H. Nanson & Son
Higginsville, Mo., Edw. Freeze
Horton, Kans., M. Hardin
Humbolt, Kans., Bragg & Deldine
Holton, Kans., E. J. Rickey
Harlon, Kans., H. P. Hanson
Hollister, Mo., L. M. Fryer

Harrisonville, Mo., J. W. Bricker
Huron, Kans., W. E. English
Haskell, Okla., McLain Bros.
Hopkins, Mo., Kysart & Warren
Haskell, Kans., J. C. Porter
Hume, Mo., J. H. Strait & Son
Hope, Kans., Buenning Imp. Co.
Harwood, Mo., Sharp & Wilson
Hiawatha, Kans., Martin Hauber
Harrington, Kans., Pugh & Markley

Industry, Kans., A. Kickel
Ionia, Kans., Roanoke Lbr. Co.
Inola, Okla., North & Son
Independence, Kans., Springer & Smith

Jasper, Mo., H. H. Sharp Merc. Co.
Jamestown, Kans., Jamestown Imp. Co.
Jameson, Mo., W. M. Stanley
Jewell City, Kans., Fred James

Kensington, Kans., I. E. Robertson
Kirwin, Kans., Far. Union Co-op. Ass'n.
Keats, Kans., Danner Bros.
Keytesville, Mo., Adams & Newsome
Kidder, Mo., Freeman Bros.
Kearney, Mo., W. D. Groom

LaCygne, Kans., Keith & Ross
Lawrence, Kans., Evans & Metcalf Imp. Co.
Lamar, Mo., N. Johannes & Sons
Lenora, Kans., Lenora Blacksmith Co.
Lees Summit, Mo., E. P. Clark
Lenapah, Okla., J. E. Swink
Logan, Kans., Jacob Fisckle
Lockwood, Mo., Horn & Algel
Louisburg, Kans., J. W. Brullman & Co.
Larkinsburg, Kans., Tourbin & Tourbin

Leona, Kans., E. Moyer
Longford, Kans., Sutton Bros.
Leavensworth, Kans., M. S. Grant
Liberty, Kans., W. H. Jackson
LeLoup, Kans., S. D. Smith
Liberty, Mo., W. H. Sprinkler
Liberal, Mo., Braden & Shelly
Lead Hill, Ark., Magniss & Penix
LeCompton, Kans., L. D. Wegener

McFarland, Kans., Noller Bros.
Marshall, Mo., Saline Co. Imp. Co.
Merwin, Mo., W. L. Harris
Midland, Kans., H. M. Cordes
Milford, Kans., B. F. Roether & Co.
Mound City, Kans., Gleason & Son
Monnett, Mo., W. E. Thornberg
Mayday, Kans., S. A. Byarly
Mounds, Okla., Lowe & Phillips
Marysville, Kans., Brady & Rogers
Miller, Mo., C. F. Holmes
Morgansville, Kans., W. H. Leonards
Miami, Okla., A. G. Martin
Mulberry, Kans., Jno. Hanstead
Macomb, Mo., Macomb Merc. Co.
Mound Valley, Kans., Hess Hdw. Co.
Monmouth, Kans., W. H. Leaman
Maryville, Kans., Jones & Co.
Metz, Mo., Jennings & Bevin
Montrose, Mo., Nick Lennartz
Marshfield, Mo., D. W. Robertson Hdw. Co.
Mt. Vernon, Mo., O. J. Hoelm
Milo, Kans., H. H. Clark
Mendon, Mo., T. W. Wehrlie
Mayetta, Kans., Slattery & Smith
Martland, Mo., J. H. Bohart
Merwin, Kans., W. L. Harris
Mounds, Okla., J. M. Raymond

Nevada, Mo., N. Johannes & Sons
Niangua, Mo., W. M. Puett
Neosha, Mo., Wood Moore
Newman, Kans., Newman Imp. Co.
Nortonville, Kans., S. Evans
Noel, Mo., Hanna & Co.
North Topeka, Kans., Pratt Bros.

Oologah, Okla., M. L. Reed
Ontario, Kans., Ontario Merc. Co.
Oschelota, Okla., Allen & Smith
Ohio, Mo., A. A. Johnson
Owasso, Okla., W. R. Mounger
Osawatomie, Kans., W. H. Churchill
Oketo, Kans., Wm. Thompson
Ontario, Kans., Ontario Merc. Co.
Oregon, Mo., T. L. Price
Osborne, Kans., Gilbert & Sons
Orrich, Mo., T. H. Dorton
Oak Hill, Kans., H. B. Gordon

Porter, Okla., Wallace Garnett
Pryor, Okla., Mayes Merc. Co.
Plattsburg, Mo., Jno. O'Brien

Paradise, Mo., R. A. Noland 1
Palmer, Kans., Palmer & Thompson
Pennisboro, Mo., A. E. Grogg & Co.
Pierce City, Mo., A. Kicklinski
Prairie View, Kans., Denman & Van-Gruenigen
Pomona, Mo., Richards Bros.
Portis, Kans., Farm. Union Co-op. Ass'n.
Porum, Okla., R. A. Finklea
Pleasant Green, Mo., A. C. Mayfield
Pattonsburg, Mo., Yates Bros.
Phillipsburg, Kans., Frank Holmes
Pleasanton, Kans., Beaty & Son 2
Potter, Kans., P. E. Flynn
Piqua, Kans., Wenzel Sicka
Paola, Kans., J. L. Lowe
Pyatt, Ark., J. C. Leadbetter
Powhattan, Kans., A. M. Lennard
Pleasant Hill, Mo., Gustin & Son
Plattsburg, Mo., Woodward & Ditmars
Pensacola, Kans., Pensacola Hdw. Co.

Rich Hill, Mo., Collins Hdw. Co.
Richmond, Mo., E. J. Kiesling & Son 3
Randolph, Kans., Randolph Lbr. Co.
Republic, Kans., Jno. Conzleman
Richards, Mo., Parrish & Collins
Ravenswood, Mo., J. C. Peterson
Randall, Kans., C. H. Crane
Reeds, Mo., Davis Merc. Co.

Sedalia, Mo., N. Johannes & Son
Silver Lake, Kans., J. Thomas Lbr. Co.
Stoner, Mo., Warnke Bros.
Stockton, Kans., W. H. Morrison
Summerfield, Kans., Jno. Moore 4
St. Joe, Mo., Balsinger Hdw. Co.
Springfield, Mo., McCutchen Bros.
Sparta, Mo., C. W. Youngblood
Schell City, Kans., Lewis & Son
St. Paul, Kans., J. Linden & Son
Skidmore, Mo., L. D. Jordan & Son
Sellmore, Mo., Hanks Bros. & Stevens
Stillwell, Kans., W. M. Moon
Springdale, Ark., Famous Merc. Co.
Savannah, Mo., Ivan E. Crabb
South Greenfield, Mo., J. H. Fuqua
Strawn, Kans., W. C. Pennybaker
Seymour, Mo., R. M. Revis & Son
Scottsville, Kans., L. Christie

1 Stotts City, Mo., Beck Bros.
Sweet Springs, Mo., The Smith Stores Co.
Slater, Mo., A. L. Lucas
Springfield, Kans., Hoover & Ellis
Smithville, Mo., Smithville Hdw. Co.
Stewartsville, Mo., Jones & Gilmore
Sarcoxie, Mo., Cormile & McMeckom
Strawberry, Kans., Jno. Shea
Sherman, Kans., J. Wiswell & Co.

Tipton, Kans., Arnody Bros.
Tyro, Kans., Tyro Supply Co.
2 Tarkio, Mo., D. A. Shaw
Tipp, Okla., J. L. Garner
Talma, Kans., Pettyjohn & Blackwood

Urich, Mo., J. E. Sims
Union Star, Mo., W. H. Wenship

Vassar, Kans., Storbeck & Bros.
Vining, Kans., L. D. Haynes
Valeda, Kans., Rowland & Coplin

Vermillion, Kans., Smith & Sunderland
Valley Falls, Kans., E. Summerfelt Jr.

West Plaines, Mo., Geo. Hartz
Weston, Mo., W. A. Swope
Windsor, Mo., Jas. Tompkins
Wellington, Mo., Chas. Ernst
Wagoner, Okla., Johnson Veh. Co.
Webber Falls, Okla., M. J. Maples
Wann, Okla., L. Gettle
Watova, Okla., A. D. Young
Witham, Mo., McElvain & Son
Webster, Kans., Chandler Imp. Co.
Wamego, Kans., R. C. Witters
Walsburg, Kans., A. Hanson
Washington, Kans., W. E. Rossman
Wilsey, Kans., Otis & Voise
White Cloud, Kans., Kelly Bros.
Weir, Kans., B. W. Crow
White Cloud, Kans., J. E. Mills
Weatherby, Mo., Weatherby Hdw. Co.
Walnut Grove, Mo., Hurst & Wheeler

3

Atkinson, Nebr., Dexter Bros.
Ashton, Iowa., Jos. Melcher
Avon, S. D., Avon Hdw. Co.
Alexander, S. D., J. H. Witmore & Son
Armour, S. D., J. P. Barrett
Akron, Ia., A. Von Hagel & Koch
Ayrshire, Ia., Albert Reno
Algonia, Ia., A. A. Matson
Anthon, Ia., Whitmer & Son

4 Brunswick, Nebr., Shane & Catkust
Burt, Ia., J. H. Graham
Battle Creek, Nebr., Joseph Dettrich
Bloomfield, Nebr., P. B. Neff
Buffalo Gap, S. D., M. Henns
Brunsville, Ia., Brunsville Imp. Co.
Blencoe, Ia., W. A. Gierman

Cherokee, Ia., F. S. Warren
Castana, Ia., Waples & Son
Chamberlain, S. D. Knudson & Olson
Colome, S. D., W. C. Nielson
Chambers, Neb., Watlers Bros.
Carroll, Ia., Owen Bros.
Creighton, Nebr., Frank D. Carroll
Centerville, S. D., Cope Bros.

Callender, Ia., J. Gustlen & Son
Corsica, S. D., Z. T. Nixon & Son
Cutmeat, S. D., D. W. Parmelee
Canova, S. D., Duxbury Bros.
Curlew, Ia., Cowell & Hatch

Denison, Ia., J. B. Romans & Co.
Dallas, S. D., A. Pederson
Delmont, S. D., Delmont Imp. Co.
Dayton, Iowa., Burnquist Hdw. Co.
Danbury, Ia., Geo. J. Braig
Dolliver, Ia., A. L. Koenecke
Dakota City, Nebr., G. F. Broyhill
Dell Rapids, S. D., Granite Imp. Co.
Delmont, S. D., Stevens Hdw. Co.

Elk Point, S. D., C. E. Krause
Emery, S. D., Desmond Bros.
Emmett, Nebr., John S. Martfeld
Ewing, Nebr., Frank Eppenback
Emmetsburg, Ia., John S. Gibson

Farnhamville, Ia., S. T. Werner & Co.

Geddes, S. D., Jay Welsch

Gayville, S. D., S. J. Anderson
Gordon, Nehr., Kocer & Berkheimer
George, Ia., Ben Howen
Garretson, S. D., Oldre & Schmidt
Graettinger, Ia., C. C. Larson
Glidden, Ia., Glidden Far. Elev. Co.
Glidden, Ia., Owens Bros.

Hinton, Ia., Edmonds Londergan Co.
Humboldt, S. D., Humboldt Auto & Sup. Co.
Hartford, S. D., M. H. Caldwell
Harris, Ia., George Bauer
Haskins, Neh., Behmer Imp. Co.
Holstein, Ia., E. E. Norton
Huntington, Ia., J. Weir
Hawarden, Ia., Ben Rummel
Hoskers, Ia., J. J. DeBruin
Hull, Ia., Ollen & VanMaauen

Ida Grove, Ia., Pilcher Hdw. Co.
Irene, S. D., Hagen Christiansen Co.

Jefferson, Ia., Bryan & Heath
Jackson, Nebr., J. W. Finnell
Jefferson, S. D., Authur Bros.

Kingsley, Ia., C. S. Pixler

Laurens. Ia., Ludwig & Johnson
Lesterville, S. D., J. F. Kolda
Lennox, S. D., A. H. Bossman
Lynch, Nebr., M. T. Elliott
LeMars, Ia., George E. Pew Co.
Little Rock, Ia., R. E. Stenzel & Co.
Lake Andes, S. D., Schliessman & Martin
Lidderdale, Ia., Suhbert & Rohrbeck
Livermore, Ia., H. V. Reeves
Laurel, Neb., A. C. Galtz
Lester, Ia., C. Hass
Leeds, Ia., Siek & Siek Imp. Co.
Lawton, Ia., Sanhorn & Co.
Little Rock, Ia., R. W. Hyde

Melvin, Ia., A. C. Boeke
Moorland, Ia., J. A. Kruse
Mt. Vernon, S. D., Helgreson Imp. Co.
Montrose, S. D., M. J. Flannery & Bros.
Meno, S. D., D. M. Kost & Co.
Marcus, Ia., C. W. Dorr
Marion Jct., S. D., Chas. Aldrich

Mattock, Ia., Wm. Washer
Moorhead, Ia., J. D. Chapman
Maurice, Ia., James S. Dewen
Marcus, Ia., Edmonds Londergon Co.
Merrill, Ia., Geo. E. Pew & Co.
Moville, Ia., L. G. Shoemaker

Newell, Ia., J. A. Johnson
Norfolk, Nehr., W. N. Blakeman
Niobrara, Nehr., Frank Holan
New Castle, Nehr., J. E. Johnson
Norfolk, Nehr., G. F. Belger

Onawa, Ia., Otto Gierman
O'Niell, Neh., Frank Camphell
Ocheydon, Ia., F. A. Folsom
Osmond, Neh., Hans Stendorf
Ogden, Ia., H. Klipple
Owego, Ia., F. M. Hood

Parker, S. D., F. H. Mayher
Pender, Nehr., Gust Lander
Ponca, Neh., M. P. Heydon
Pocahontas, Ia., Battershell Bros.
Parkston, S. D., Lobe & Leischner
Plover, Ia., Mangum & Shaw
Plainview, Neh., C. C. Hicht
Peterson, Ia., Gaskins & Brandt
Paullina, Ia., Henry Proehl
Page, Neh., James R. Allen
Perry, Ia., Wm. Cox & Son
Pioneer, Ia., Wittman & Ehmke
Pierce, Nebr., H. C. Buchendahl
Palmer, Ia., Alson & Schroeder
Plankenton, S. D., N. O. Garmon
Pierson, Ia., Jas. Bauer

Rodney, Ia., C. A. Barher
Rinard, Ia., Wetter Bros.
Royal, Ia., Bailey Bros. & Albers
Rockwell City, Ia., Chas. Sims
Randolph, Nehr., L. E. Taylor & G. Kinkard
Remsen, Ia., Henry Schaafs
Ricketts, Ia., Ricketts Auto & Imp. Co.
Rock Rapids, Ia., J. F. Nagle
Rosalie, Neh., Thos. Hanson
Ruthven, Ia., Archer Bros.

Swea City, Ia., J. J. Anderson
Sioux Falls, S. D., Emil Larson
Storm Lake, Ia., Geo. Cottermole
Spencer, Ia., C. E. Faulkinder

1 Sioux Center, Ia., DePrie & Co.
Sholes, Neb., Fietgen Bros.
Sioux City, Ia., Western Imp. Co.
Stafford, Neb., E. Crandal
Sibley, Ia., Pulscher Eilders & Co.
Sutherland, Ia., D. F. Sbumway
Salem, S. D., F. F. Smitb
Superior, Ia., A. A. Holmes
Scranton, Ia., Farmers Elev. Co.
Scotland, S. D., Sweet & Clough
Spirit Lake, Ia., L. A. Hemenway
Stickney, S. D., Stellwell & Ketel
Sac City, Ia., Farmers Imp. Co.
2 Somers, Ia., Lewis Wing
Springfield, S. D., Stepben Flavin
Schliswig, Ia., J. H. Spalm
Sanborn, Ia., D. DeGraaf
Sherman, S. D., H. A. Rosendold
Sioux Rapid, Ia., F. H. Whiteford

Tyndall, S. D., Micbael Rodak
Thos, Ia., Tom Marland
Tabor, S. D., Glynn Bros.
Trippe, S. D., Hofer & Wiederrick

Utica, S. D., Anton Ellis

Volin, S. D., Melgaard & Nelson
Vincent, Ia., A. R. Hoenck
Valentine, Neb., Valentine Lbr. Co.
Vermillion, S. D., Thompson Lewis Co.
Viborg, S. D., Geo. D. Stewart & Co.
Valley Springs, S. D., Elmer Allen

West Bend, Ia., A. E. Kuyker & Co.
Wbiting, Ia., E. J. Smith & Son
Wakefield, Neb., Utecbt & Eimer
White Lake, S. D., Wm. B. Huebl
Whittemore, Ia., Henry Kucker
Wayne, Neb., Meister & Blueckel
Washta, Ia., Snidecor & Co.
Wewala, S. D., Kennith Clark
Winnebago, Nebr., L. A. Mercure
Webb, Ia., L. Wesche

Yanktown, S. D., Fanslow Bros.

3 Ackley, Ia., Weber & Heffelmeier
Altoona, Ia., Porter Hdwe. Co.
Ames, Ia., I. J. Ferguson
Alleman, Ia., H. W. Miller
Allerton, Ia., Allerton Implt. Co.
Albia, Ia., Union Supply Company
Atalissa, Ia., D. Bratchie & Company
Agency, Ia., J. M. Sirles
Aplington, Ia., Ackreman & Company
Anamosa, Ia., J. H. Sherman
Alexander, Ia., F. S. Greenfield
Allison, Ia., W. A. Brown
4 Alta Vista, Ia., Hentges & Mosbisch

Blairsburg, Ia., Blairsburg Hdwe. Co.
Brooklyn, Ia., George L. Wood
Belle Plaine, Ia., Blem Bros.
Belmond, Ia., C. A. Johnson
Batavia, Ia., E. Nebre
Burlington, Ia., J. B. Gabeline
Baxter, Ia., John Howell
Boone, Ia., Little & Hasstedt
Buckeye, Ia., Fred Nolte
Blairstown, Ia., P. Hoebel
Bloomfield, Ia., J. P. Loombs

Clarksville, Ia., E. Strock & Co.

Chelsea, Ia., J. W. Shaler
Collins, Ia., Vasey Brothers
Chester, Ia., Jones Hardware Co.
Cedar Rapids, Ia., L. A. Upton & Co.
Conrad, Ia., I. S. Rourke
Chariton, Ia., J. W. Snugge
Corwitb, Ia., P. Hatterscheid
Cincinnati, Ia., M. M. Blevins
Cresco, Ia., B. R. Evans
Cascade, Ia., William Fagen
Columbus Junction, Ia., Thompson & Kelley
Cambridge, Ia., Nelson Brothers
Cardova, Ia., Taylor & Patten
Cantril, Ia., J. S. Cretcber
J. J. Talbert
Calamus, Ia., George Corbin
Clarence, Ia., F. M. Culbertson
Clear Lake, Ia., L. G. Hollister
Coulter, Ia., Madsen & Andrews
Cleves, Ia., A. M. Gerdes
Charles City, Ia., Riley & Russell
Clutier, Ia., Clutier Hdwe. & Imp. Co.
Cartersville, Ia., M. J. Burke & Son

Decorah, Ia., H. Engebretson
DeWitt, Ia., P. R. Emert & Co.,
Dubuque, Ia., H. W. Lande

Davenport, Ia., Tbe White Yard
Dysart, Ia., Dysart Imp. Co.
Dike, Ia., C. H. Myers
Des Moines, Ia., Blue Line Tfr. Co.
Durant, Ia., H. F. Bierkamp
Dallas, Ia., J. W. Griesbaum
Dows, Ia., O C. Sime Imp. Co.
Deep River, Ia., C. H. Ehret
Dyarsville, Ia., J. G. Koelker
Dubuque, Ia., Central Tfr. & Stor. Co.

Exline, Ia., S. C. Cook
Elkader, Ia., Hyde Brothers
Elberon, Ia., Elberon Implement Co.
Elwood, Ia., Elwood Trading Company.
Edgewood, Ia., Ellis & Bergan
Elma, Ia., Krumm Brothers
Eldora, Ia., H. J. Janssen
Eagle Grove, Ia., O. F. Gunderson

Ft. Atkinson, Ia., Schissel Bros.
Fairbanks, Ia., Rechkemmer Bros.
Frederic, Ia., S. A. Worley
Fairfield, Ia., A. T. Brown
Forest City, Ia., Anderson & McCalin
Farmersburg, Ia., H. Gall
Fayette, Ia., M. A. Loban
Floris, Ia., Joseph Rausch
Farmington, Ia., H. Hartrick & Son

Grand Mound, Ia., Brick & Rathje
Grandview, Ia., W. G. Cocklin
Greene, Ia., Farmers Co'Op. Society
Gladbrook, Ia., Gladbrook Imp. Co.
Garnovilla, Ia., W. Myers
Grundy Center, Ia., Sowers & Koons
Garden City, Ia., Messa & Vahn
Greeley, Ia., Tyrell & Ryan
Galt, Ia., M. Poucin
Goose Lake, Ia., F. G. Haussen
Garwin, Ia., I. S. Rourke
Grimes, Ia., Ralpb Hoff
Garner, Ia., Frank Schuldt

Harvey, Ia., Dan Redding
Hampton, Ia., Aldinger & Paullus
Humeston, Ia., T. G. Hyde Hdwe. Co.
Huxley, Ia., Dobbe Bros.
Haskins, Ia., J. N. Pickins
Haverhill, Ia., Ben Kuhl
Hedrick, Ia., Hedrick Imp. Co.

Hubbard, Ia., F. C. Bocke 1
Hanlontown, Ia., H. Batterud
Hamilton, Ia. C. N. Redding & Son
Hawkeye, Ia., Consumers Ind. Lbr. Co.
Hopkinton, Ia., Iowa Implement Co.

Iowa Falls, Ia., Ind. Transfer Co.
Iowa City, Ia., G. S. Randall & Co.
Independence, Ia., Independence Imp. Co.

Jewell, Ia., C. A. Jerdeman
Jesup, Ia., Emerson & Hinderliter 2
Janesville, Ia., Coddington & Laird

Keosaugua, Ia., Craig & Craig
Knoxville, Ia., Avery Cleland Co.
Kanawha, Ia., Hamilton Freirksen
Klenne, Ia., H. Lau & Co.
Keota, Ia., A. B. Cupp
Keystone, Ia., Prueter & Miller
Kellogg, Ia., Moberly & Stweers
Kiene, Ia., W. E. Weiher & Rosen-. crans

Lake Mills, Iowa, Winnebago Auto Co. 3
Lyons, Iowa, W. A. Sewell & Co.
Lacona, Iowa, F. S. Fehrer
Laurel, Iowa, O. W. Sash
Luther, Iowa, Lutber Hdwe. Co.
Luna, Iowa, A. E. Rowell
Lisbon, Iowa, J. A. Reid
Lawler, Iowa, F. E. Ayeres & Co.
Low Moor, Iowa, O. A. Young
Lineville, Iowa, Petty Hdwe. Co.
Littleport, Iowa, Keve Lbr. Co.
Liscomb, Iowa, Wood Car & Auto Co. 4
La Porte City, Iowa, Iowa Imp. Co.
Lamont, Iowa, James Carr
Lowden, Iowa, A. Freund & Co.
Luzerne, Iowa, Luzerne Imple. Co.
La Motte, Iowa, Herrig Bros.
Libertyville, Iowa, Zane Eyestone

McGregor, Iowa, Knowles & Kinsley
Marsballtown, Iowa, Gimre & Co.
Millville, Iowa, Pbilo Kenyon
Moravia, Iowa, J. H. Sebreiner
Maynard, Iowa, E. H. Stewart
Monmouth, Iowa, Geo. Sokol
Monroe, Iowa, Ammer & Worth

1 Mingo, Iowa, L. C. Adams
Melrose, Iowa, Knowles & McDonald
Moulton, Iowa, R. B. Carson
McCallsburg, Iowa, L. J. Lewis
Manchester, Iowa, D. F. Young
Madrid, Iowa, Skirtman & Isaacson
Mediapolis, Iowa, O. Vannice & Co.
Morley, Iowa, B. L. Stingley
Monticello, Iowa, Siebels & Hieren
Muscatine, Iowa, Snyder & Wilhelme
Maxwell, Iowa, J. C. Gibson
Mt. Pleasant, Iowa, Farmers Imp. Co.
2 Mitchell, Iowa, Alitz & Berg
Mason City, Iowa, Henry Heimsness
McIntire, Iowa, M. L. Weigen
Meltonville, Iowa, Huber & Thompson
Mystic, Iowa, E. C. Bell
Melbourne, Iowa. Gimre & Co.

New Hampton, Iowa, H. H. Rekers
Nevada, Iowa, Johnson Bros.
Norway, Iowa, L. J. Norland
Northwood, Iowa, Ole Olson
Nasua, Iowa, Granger & Putney
3 Nora Spring, Iowa, W. M. Brodrecht
New Sharon, Iowa, J. A. Wattland Auto Co.
Nira, Iowa, A. B. Meyers
New Liberty, Iowa, E. J. Puls

Ossian, Iowa, Bullard Bros.
Oxford, Iowa, F. Scanlon
Oelwein, Iowa, W. A. Thompson
Oskaloosa, Iowa, Z. W. Barr
Oakley, Iowa, Wales & Holton
Osterdock, Iowa, F. Kirschbaum
Oakville, Iowa, E. C. Roland
4 Olds, Iowa, J. W. Simes
Osage, Iowa, E. L. Darling

Pleasantville, Iowa, Dyer & Dyer
Pleasant Plains, Iowa, Turner & Thompson
Polk City, Iowa, Snow & Gorman
Parkersburg, Iowa, J. N. Palmer
Plainfield, Iowa, Coddington & Laird
Pulaski, Iowa, E. J. Hootman
Princeton, Iowa, H. C. Baxter
Pekin, Iowa, W. I. Eckley
Percy, Iowa, Taylor & Patten
Portland, Iowa, S. C. Hill
Pella, Iowa, Van Zee & Van Pokee

Radcliffe, Iowa, Johnson Bros.
Rawley, Iowa, Weiher & Rosencranz
Randalia, Iowa, Colesgrove & Sylvester
Roland, Iowa, L. E. Quam
Russell, Iowa, E. C. Lewis
Rake, Iowa, S. C. Jenswald
Rockford, Iowa, C. J. Crowell
Readlyn, Iowa, Coddington & Laird
Reinbeck, Iowa, Armstrong Bros.
Riceville, Iowa, O'Conner & Homespurger
Runnells, Iowa, Brown Merc. Co.
Rhodes, Iowa, E. Weishaar

Sigourney, Iowa, Elliott & Poncoast
State Center, Iowa, T. L. Wood
Story City, Iowa, L. A. Dale
Solon, Iowa, Krob. & Zenishek
St. Lucas, Iowa, J. Gretman
Shell Rock, Iowa, Gibson & Gibson
Scotch Grove, Iowa, J. C. Bolster
Sully, Iowa, C. O. Holdsworth & Co.
Stockton, Iowa, Farmers Elev. Co.
Stratford, Iowa, Swedland Bros.
Stockport, Iowa, J. E. Bales & Son
Steamboat Rock, Iowa, H. Stone
South English, Iowa, L. J. Powell Co.
Strawberry Point, Iowa, E. J. Opperman
Seymour, Iowa, W. R. Allison
Springfield, Iowa, Hodgen & Emmons
Shellsburg, Iowa, W. D. Heath & Co.

Thornton, Iowa, M. H. Shannon
Tipton, Iowa, Tipton Hdwe. Co.
Tripoli, Iowa, Coddington & Laird
Thorpe, Iowa, A. Thompson
Traer, Iowa, Traer Imp. Co. (A. C. Ryan)
Tracey, Iowa, M. Miller
Thompson, Iowa, H. A. Hansing
Tingley, Iowa, Nelson & Nelson
Toledo, Iowa, Wilson & Son

Union, Iowa, Wood Carriage & A. Co.
Unionville, Iowa, J. Wilson
Urbana, Iowa, Burrell & Moore

Vinton, Iowa, Troxel & Jack
Van Horn, Iowa, Kirkman & Young

Waverly, Iowa, Coddington & Laird

West Liberty, Iowa, T. P. Mitchell & Co.
Waterloo, Iowa, A. C. Ryan
Waukon, Iowa, O. H. Dravis
West Union, Iowa, Herwig & Mack
Wauheck, Iowa, C. R. Miller
Walcott, Iowa, H. F. Wolf
West Grove, Iowa, J. A. White
Wellsburg, Iowa, J. C. Dayen
Williams, Iowa, J. P. Talcott
Washington, Iowa, G. W. Stewart
Walker, Iowa, G. W. Wachal
Webster City, Iowa, Webster Cy. Imp. Co. 1
West Branch, Iowa, Olsen & Anderson
Wolford, Iowa, Svohoha Bros.
West Gate, Iowa, H. Manholtz & Son
What Cheer, Iowa, F. L. Emery
West Chester, Iowa, Walton Bros.
Woden, Iowa, Hugh Cline

Zearing, Iowa, W. Griffith

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List of Towns with Johnston Agencies (1912-1913) in Minneapolis Territory of Lindsay Bros. (Comprising Minn., All of N. D., One-half of S. D., and Parts of Mont. and Wis.)

(Introduced in testimony of E. J. Fairfield, Mgr. Minneapolis branch of Lindsay Bros., Vol. X, p. 272.)

Aberdeen, S. D.
Adams, N. D.
Albany, Minn.
Akeley, Minn.
Albert Lea, Minn.
Alhorn, Minn.
Alexandria, Minn.
Almelund, Minn.
Alvarado, Minn.
Amhoy, Minn.
Amenia, N. D.
Amherst, S. D.
Anamoose, N. D.
Andover, S. D.
Anoka, Minn.
Antelope, Mont.
Appleton, Minn.
Arlington, Minn.
Artas, S. D.
Arthur, N. D.
Askov, Minn.
Aurelia, N. D.
Austin, Minn.
Avon, Minn.
Ayr, N. D.

Baldwin, Wis.
Bantry, N. D.
Barber, Mont.
Barber, S. D.
Barrett, Minn.
Barnum, Minn. 3
Bath, S. D.
Battle Lake, Minn.
Bayfield, Wis.
Bay Lake, Minn.
Beardsley, Minn.
Bear River, Minn.
Becida, Minn.
Beldenville, Wis.
Belgrade, Minn.
Belle Plaine, Minn.
Bellingham, Minn.
Beltrami, Minn.
Belview, Minn. 4
Bemis, S. D.
Beroun, Minn.
Bertha, Minn.
Berwick, N. D.
Bethany, Minn.
Big Lake, Minn.
Bloomington, Minn.
Boardman, Wis.
Bock, Minn.
Bongard, Minn.
Bovey, Minn.
Bowdle, S. D.
Bowesmont, N. D.

1 Boyd, Minn.
Bradley, S. D.
Braham, Minn.
Brainerd, Minn.
Brandon, Minn.
Brittin, N. D.
Britton, S. D.
Bronson, Minn.
Brooks, Minn.
Browning, Mont.
Brownton, Minn.
Buffalo, N. D.
Buffalo, Minn.
2 Buhl, Minn.
Burt, Iowa.
Butler, S. D.
Buttzville, N. D.
Bygland, Minn.

Cable, Wis.
Cambria, Minn.
Cambridge, Minn.
Canby, Minn.
Cando, N. D.
Cannon Ball, N. D.
Carpenter, S. D.
3 Carrington, N. D.
Casselton, N. D.
Cass Lake, Minn.
Central, Minn.
Centuria, Wis.
Clear Lake, Minn.
Clear Lake, Wis.
Cleveland, Minn.
Cloquet, Minn.
Coggswell, N. D.
Cohasset, Minn.
Comfrey, Minn.
Concord, Mont.
4 Conde, S. D.
Cooperstown, N. D.
Correll, Minn.
Credit River, Minn.
Cromwell, Minn.
Crosby, Minn.
Cumberland, Wis.
Cylon, Wis.

Darfur, Minn.
Darwin, Minn.
Dassel, Minn.
Dawson, Minn.
Dayton, Minn.
Deer River, Minn.
DeGraff, Minn.
Delano, Minn.
De Smet, S. D.
Devils Lake, N. D.
Dickinson, N. D.
Dodson, Mont.
Donnelly, Minn.
Doran, Minn.
Dover, Minn.
Dresden, N. D.
Duluth, Minn.
Dundas, Minn.

East Grand Forks, Minn.
East Union, Minn.
Eau Claire, Wis.
Eden Prairie, Minn.
Eden Valley, Minn.
Edgeley, N. D.
Edina Mills, Minn.
Eldred, Minn.
Elk Point, S. D.
Elk River, Minn.
Elkton, S. D.
Ellendale, Minn.
Elmwood, Wis.
Embarrass, Minn.
Emerado, N. D.
Emrick, N. D.
Erie, N. D.
Erskine, Minn.
Eureka, S. D.
Eveleth, Minn.
Evansville, Minn.

Fairmount, N. D.
Fairview, Mont.
Faith, Minn.
Fargo, N. D.
Faribault, Minn.
Farley, Minn.
Farmington, Minn.
Felton, Minn.
Fergus Falls, Minn.
Fertile, Minn.
Fingal, N. D.
Flom, Minn.
Floodwood, Minn.
Florence, S. D.
Foley, Minn.
Forado, Minn.
Forbes, Minn.
Forest Lake, Minn.
Frederick, S. D.

Frederick, Wis.
Freeport, Minn.
Froid, Mont.
Ft. Keogh, Mont.

Gackle, N. D.
Galesburg, N. D.
Gardena, N. D.
Gardner, N. D.
Garfield, Minn.
Gary, Minn.
Gaylord, Minn.
Gemmell, Minn.
Georgetown, Minn.
Gettyshurg, S. D.
Gilbert, Minn.
Glenhurn, N. D.
Glencoe, Minn.
Glendive, Mont.
Glenwood, Minn.
Glen Ullin, N. D.
Goodland, Minn.
Gordon, Wis.
Grand Forks, N. D.
Grand Rapids, Minn.
Grandy, Minn.
Granite Falls, Minn.
Grantshurg, Wis.
Grasston, Minn.
Great Bend, N. D.
Great Falls, Mont.
Grey Eagle, Minn.
Grove City, Minn.

Hackensack, Minn.
Hamilton, N. D.
Hammond, Wis.
Hancock, Minn.
Hanley Falls, Minn.
Harris, Minn.
Harold, Minn.
Hartland, Minn.
Harvey, N. D.
Hastings, Minn.
Havana, N. D.
Havre, Mont.
Hawley, Minn.
Hawthorne, Wis.
Haydenville, Minn.
Hayti, S. D.
Heaton, N. D.
Hebron, N. D.
Hector, Minn.
Heinola, Minn.

Henderson, Minn. 1
Henry, S. D.
Herman, Minn.
Hettinger, N. D.
Hewitt, Minn.
Hihhing, Minn.
Hillsboro, N. D.
Hinckley, Minn.
Hinsdale, Mont.
Holyoke, Minn.
Hopkins, Minn.
Hovland, Minn.
Howard Lake, Minn.
Hunter, N. D. 2
Huron, S. D.
Hutchinson, Minn.

Indus, Minn.
Inkster, N. D.
International Falls, Minn.
Inverness, Mont.
Ipswich, S. D.
Isanti, Minn.
Ivanhoe, Minn.

Jackson, Minn.
Janesville, Minn. 3
Jessie, N. D.
Johnstown, N. D.

Kalispell, Mont.
Kasota, Minn.
Kasson, Minn.
Kathryn, N. D.
Kent, Minn.
Kettle River, Minn.
Kermit, N. D.
Kindred, N. D.
Kloten, N. D.

4
Lake City, Minn.
Lake Neta, Minn.
Lakeville, Minn.
La Moure, N. D.
Lancaster, Minn.
Lansing, Minn.
Lebanon, S. D.
LeRoy, Minn.
Lester Prairie, Minn.
Le Sueur, Minn.
Lidgerwood, N. D.
Lily, S. D.
Litchfield, Minn.
Litchville, N. D.

1 Long Prairie, Minn.
Loraine, N. D.
Luck, Wis.
Luverne, Minn.
Lydia, Minn.
Lyle, Minn.
Lyle, S. D.

McLaughlin, S. D.
McVille, N. D.
Madelia, Minn.
Maiden Rock, Wis.
Maine, Minn.
2 Malmo, Minn.
Mankato, Minn.
Mantorville, Minn.
Maple Lake, Minn.
Mapleton, Minn.
Mapleton, N. D.
Marine Mills, Minn.
Marsh, Mont.
Marshall, Minn.
Maynard, Minn.
Meadowlands, Minn.
Mekinock, N. D.
Mellette, S. D.
3 Melrose, Minn.
Menahga, Minn.
Melvin, Minn.
Melville, Minn.
Michigan, N. D.
Milaca, Minn.
Milan, Minn.
Miller, S. D.
Milltown, Wis.
Milton, N. D.
Minneiska, Minn.
Minneota, Minn.
Minot, N. D.
4 Mizpah, Minn.
Mobridge, S. D.
Monterey, Minn.
Montevideo, Minn.
Montgomery, Minn.
Monticello, Minn.
Montpelier, N. D.
Montrose, Minn.
Mora, Minn.
Motley, Minn.
Minneapolis, Minn.

Nanson, N. D.
Nary, Minn.
Nashwauk, Minn.
Nebish, Minn.
Nelson, Minn.
Nemadji, Minn.
New London, Minn.
New Prague, Minn.
New Sweden, Minn.
Nicollet, Minn.
Nome, N. D.
Norden, S. D.
North Branch, Minn.
Northfield, Minn.
North Fork, Wis.
Northome, Minn.
North Redwood, Minn.
North St. Paul, Minn.
Northwood, N. D.
Norwood, Minn.

Oakdale, N. D.
Onida, S. D.
Opstead, Minn.
Ormsby, Minn.
Orr, N. D.
Osakis, Minn.
Osseo, Minn.
Ottawa, Minn.
Owatonna, Minn.

Page, N. D.
Parkers Prairie, Minn.
Park Rapids, Minn.
Park River, N. D.
Paynesville, Minn.
Pease, Minn.
Pelican Rapids, Minn.
Pemberton, Minn.
Pepin, Wis.
Perham, Minn.
Perley, Minn.
Pine Creek, Minn.
Pingree, N. D.
Pine Top, Minn.
Plainview, Minn.
Plato, Minn.
Prescott, Wis.
Princeton, Minn.

Red Lake, Minn.
Redwood Falls, Minn.
Reeder, N. D.
Remer, Minn.
Renville, Minn.
Rice, Minn.
Robbinsdale, Minn.

Roberts, Wis.
Rochester, Minn.
Rock Creek, Minn.
Rockford, Minn.
Rogers, Minn.
Rosemount, Minn.
Rowland, Minn.
Rush City, Minn.
Rutland, N. D.

Saco, Mont.
Sauk Center, Minn.
Scranton, N. D.
Schafer, Minn.
Sharon, N. D.
Silver Lake, Minn.
Simpson, Minn.
Sisseton, S. D.
Spain, S. D.
Spiritwood, N. D.
Springfield, Minn.
Spring Park, Minn.
Spring Valley, Minn.
Stacy, Minn.
St. Anthony, Minn.
Stanton, Minn.
Star Prairie, Minn.
St. Bonifacius, Minn.
St. Clair, Minn.
St. Cloud, Minn.
Stewart, Minn.
Stewartville, Minn.
St. Hilaire, Minn.
Stillwater, Minn.
St. Lawrence, S. D.
Stockholm, S. D.
Stockwood, Minn.
St. Paul, Minn.
St. Peter, Minn.
Strandberg, Minn.
Sturgeon Lake, Minn.
Summit, S. D.
Superior, Wis.
Surrey, N. D.
Swanville, Minn.

Tamarack, Minn.
Tenney, Minn.
Thief River Falls, Minn.
Thompson, N. D.
Tintah, Minn.
Tioga, N. D.
Tolna, N. D.
Toronto, S. D. 1
Tower, Minn.
Tracy, Minn.
Two Dot, Mont.

Uhet, Wis.
Ulen, Minn.
Underwood, Minn.
Union, N. D.
Upham, N. D.
Upsala, Minn.

Valley City, N. D.
Vayland, S. D. 2
Verona, N. D.
Vienna, S. D.
Vig, S. D.
Virginia, Minn.

Waconia, Minn.
Wadena, Minn.
Wallace, Minn.
Walnut Grove, Minn.
Watertown, Minn.
Watertown, S. D.
Watkins, Minn.
Wauhay, S. D. 3
Webster, S. D.
Weggeland, Minn.
Welch, Minn.
West Concord, Minn.
Wheaton, Minn.
Wheelock, N. D.
White Bear Lake, Minn.
White Rock, Minn.
Williston, N. D.
Willow Lakes, S. D.
Willow River, Minn.
Wilmot, S. D.
Wimbledon, N. D. 4
Windom, Minn.
Windham, Mont.
Wing, N. D.
Winthrop, Minn.
Wrightstown, Minn.
Wykoff, Minn.
Wyndmere, N. D.

Young America, Minn.

Zeeland, N. D.
Zumbro Falls, Minn.

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DEFENDANTS' EXHIBIT 47.

List of Johnston Agencies, 1912-1913.

(Introduced in testimony of E. J. Fairfield, Mgr. Minneapolis branch of Lindsay Bros., Vol. X, p. 287; see also Vol. X, p. 278.)

√Aberdeen, S. D.	Freeman-Bain Co.
√Albany, Minn.	N. J. Theisen
√Albert Lea, Minn.	Hanson, Moen & Hoidal
2 √Alexandria, Minn.	Alexandria Hdwe. & Lbr. Co.
√Almelund, Minn.	John A. Sjoberg
√Alvarado, Minn.	Alvarado Farmers Elev. Co.
√Amboy, Minn.	H. F. Day
√Amenia, N. D.	F. Paul Smith
√Anamoose, N. D.	Martin Hublou & Co.
√Andover, S. D.	W. G. Boyd-Johnson Co.
√Anoka, Minn.	Geo. A. McCauley
√ " "	Schaefer Bros.
√Arthur, N. D.	Arthur Mer. Co.
√Askov, Minn.	John P. Johansen
√Aurelia, N. D.	Aurelia Hdwe. & Implt. Co.
√Austin, Minn.	Austin Plow & Harrow Works
3 √Avon, Minn.	H. H. Huls
√Ayr, N. D.	Ayr Store Co.
√ " "	L. H. Wright
√Baldwin, Wis.	Wm. Donkersgood
√Balta, N. D.	Sands & Zacher
√Bantry, N. D.	Farmers Supply Co.
√Battle Lake, Minn.	F. J. A. Larson
√Beardsley, Minn.	Gates & Torgerson
√Bear River, Minn.	Lars Brude
√Beldenville, Wis.	L. Larson & Son
√Belgrade, Minn.	Olson & Iverslie
√Belle Plaine, Minn.	Engfer Bros.
4 √Belmont, Mont.	Hium & Gustafson
√Beltrami, Minn.	Johannessohn & Co.
√Bemis, S. D.	Wm. Novenheim
xBeroun, Minn.	Ness & Co.
√Bertha, Minn.	Bertha Hdwe. Co.
√Berwick, N. D.	Farmers Elev. Co.
√Bethany, Minn.	Iwinski Bros.
xBloomington, Minn.	Bailiff Bros.
√ " "	J. J. Scott
√Bovey, Minn.	Bovey Hdwe. Co.
√Bowdle, S. D.	Bowdle Implt. & Grain Co.
√Boyd, Minn.	Boyd Hdwe. Co.
√Bradley, S. D.	F. M. Stewart
√Braham, Minn.	Nelson & Runquist Lbr. Co.
√Brainerd, Minn.	W. F. Holst

√Britton, S. D.	J. E. McDougall	1
√Browning, Mont.	H. Amman	
√Browns Valley, Minn.	F. A. Monroe	
√Brownton, Minn.	Fred Ellies	
√Buffalo, N. D.	A. W. Mohr	
√Buhl, Minn.	T. P. Cory	
xBurt, Iowa.	J. H. Graham	
√Butler, S. D.	J. L. Barry	
√Cable, Wis.	F. H. Drummons	
√Caledonia, Minn.	J. B. Evans	
√Cambridge, Minn.	Chas. Patsold	
√Canby, Minn.	J. F. Schoephoerster	
√Carpenter, S. D.	Farmers Hdwe. & Implt. Co.	2
√Carrington, N. D.	Chaffee Bros. Co.	
√Carrelton, N. D.	Frank Lynch Co.	
xCass Lake, Minn.	Lydick Merc. Co.	
√Chokio, Minn.	Chokio Implt. Co.	
√Clear Lake, Minn.	Paul Stimmler & Co.	
√Clear Lake, Wis.	A. A. Holliday	
√Cleveland, Minn.	Lloyd Bros. & Davis	
√Cloquet, Minn.	Kuitu & Mattinen	
√Cogswell, N. D.	J. H. Shannon	
√Comfrey, Minn.	Frank Schwerzler	
√Conde, S. D.	A. Lewis	
xCredit River, Minn.	P. H. White	
xCromwell, Minn.	M. Heikkila	3
√Crookston, Minn.	Larson & Anderson	
√Cumberland, Wis.	Cumberland Supply Co.	
√Cylon, Wis.	H. A. Frey	
√Dassel, Minn.	L. E. Larson	
√Dawson, Minn.	Dawson Implt. Co.	
√DeGraff, Minn.	DeGraff Lbr. Co.	
√Delano, Minn.	Delano Hdwe. Co.	
√ " "	Paul Plotnik	
xDeSmet, S. D.	W. H. Henney	
√Devils Lake, N. D.	Ramsey Co. Implt. Co.	
√Dodson, Mont.	Dodson Lbr. Co.	
√Doran, Minn.	Jacobson & Roen	4
√Dresden, N. D.	J. C. Kerin	
xDuluth, Minn.	R. R. Forward	
√East Grand Forks, Minn.	Hagen Bros. & Johnson	
√Easton, Minn.	Frank Nolti	
xEau Claire, Wis.	F. R. Sebenthal	
√Eden Valley, Minn.	J. L. Ruhland & Co.	
√Edgeley, N. D.	Chas. Hull	
xEdina Mills, Minn.	M. Darcy	
√Eldred, Minn.	Emil Marvin	
√Elkton, S. D.	Elkton Foundry & Mfg. Co.	
√Ellendale, Minn.	Gulbranson Bros.	
√Embarrass, Minn.	Embarrass Co-op. Merc. Co.	
√Emerado, N. D.	Hancock & Son	

1	√Erskine, Minn.	P. Gulbranson
	√Eureka, S. D.	Keim, Keisz & Klein
	√Evansville, Minn.	Lindstrom & Peterson
	√Fairview, Mont.	N. Richardson
	√Fargo, N. D.	Fargo Implt. Co.
	√Faribault, Minn.	Faribault Implt. Co.
	xFarley, Minn.	W. T. Blakeley
	√Farmington, Minn.	A. H. Sprute
	√Felton, Minn.	Stenerson Bros. Lbr. Co.
	√Fergus Falls, Minn.	Johnson & Olson
	√Fertile, Minn.	Theo. O. Propp
	√Floodwood, Minn.	W. Baune
2	√Florence, S. D.	P. C. Foldager
	√Forado, Minn.	Forado Co-op. Merc. Co.
	√Forest Lake, Minn.	David A. Young
	√Frederick, S. D.	J. R. Chase
	√Freeport, Minn.	A. Benolken
	√Froid, Mont.	Froid Hdwe. & Implt. Co.
	xFunkley, Minn.	Latterall Merc. Co.
	√Gackle, N. D.	Haut & Marckel
	√Galesburg, N. D.	Moen & Sande
	√Garfield, Minn.	Knutson & Sons
	√Gary, Minn.	Gary Merc. Co.
	√Gaylord, Minn.	Gaylord Hdwe. Co.
3	√Georgetown, Minn.	Georgetown Farmers Elev. Co.
	√Georgeville, Minn.	Co-op. Farmers Co.
	√Gettysburg, S. D.	Mesick & Stangeland
	√Gibbon, Minn.	Gibbon Implt. Co.
	√Glencoe, Minn.	F. X. Kohler
	√Glendive, Mont.	Glendive Implt. Co.
	√ " "	G. D. Hollecker
	√Glenwood, Minn.	Torrens Bros.
	√Glen Ullin, N. D.	Jacob Bleth
	√Grand Rapids, Minn.	Niles & Airon
	√Grantsburg, Wis.	V. E. Hawley & Co.
	√Great Bend, N. D.	Frank Mitzel
	√Great Falls, Mont.	Geo. G. Mill & Co.
4	√Grey Eagle, Minn.	Fuller & Callahan
	√Hackensack, Minn.	W. J. Spain
	√Hammond, Wis.	Scheiven Bros.
	√Hancock, Minn.	A. J. Maylott & Son
	√Hanley Falls, Minn.	Ristevedt & Co.
	√Harris, Minn.	Otto Peterson
	√Harold, Minn.	J. P. Bagstad
	√Hartland, Minn.	Siblerud & Olson
	√Harvey, N. D.	Bentz & Brower
	x " "	Harvey Farmers Co-op. Assn.
	√Hastings, Minn.	Thos. Brady & Son
	√Havana, N. D.	J. H. Anderson
	√Havre, Mont.	F. A. Buttrey Co.
	√Haydenville, Minn.	Midway Bazar

√Hebron, N. D.	Farmers Elev. Co.	1
√Hecla, S. D.	Andrew Armour	
√Hector, Minn.	Schwartzkopf Bros.	
√Henderson, Minn.	Farmers Sup. Co.	
√Henry, S. D.	R. E. Hubbard	
√Herman, Minn.	Herman Market Co.	
√Hewitt, Minn.	Chase & Holley Implt. Co.	
xHibbing, Minn.	C. A. Remington	
√Hillshoro, N. D.	H. F. Mergenthal	
√Hinckley, Minn.	Folsom Bros. & Fuchs Co.	
xHopkins, Minn.	J. G. Maetzold	
√ " "	F. J. Kokesh	
Howard Lake, Minn.	Koenig Hdwe. Co.	
" " "	H. G. Strache	2
√Hunter, Minn.	I. Moen	
√Huron, S. D.	F. R. Brumwell	
√Hutchinson, Minn.	Langfitt & Co.	
√Inkster, N. D.	H. Casement	
√Inverness, Mont.	Carver & Sons	
√Isanti, Minn.	E. C. Brandis	
√Ivanhoe, Minn.	Domek & Co.	
√Jackson, Minn.	H. H. Hughes & Co.	
√Janesville, Minn.	H. Lange & Co.	
√Jessie, N. D.	Otto Retzlaff	
		3
√Kasson, Minn.	Renning & Christopher	
√Kathyrn, N. D.	Runck & Co.	
√Kent, Minn.	Peter May	
xKettle River, Minn.	Anton Marhefka	
√Kermit, N. D.	Johnson Bros.	
√Kindred, N. D.	Erickson Bros.	
√Lake City, Minn.	Bartron & Schmauss	
√Lakeville, Minn.	Berres Bros.	
√LaMoure, N. D.	C. A. Finch	
√ " "	Pearl Miller	
√Langford, S. D.	Emil Heinz	
√Lehanon, S. D.	C. J. Baum	4
√LeRoy, Minn.	Jos. Lamon	
√Lester Prairie, Minn.	Gennrich & Rolf	
√Lily, S. D.	O. K. Berg & Co.	
√Litchfield, Minn.	H. O. Evenson	
√Litchfield, N. D.	Ole J. Belling	
√Long Prairie, Minn.	P. J. Petre & Son	
√ " " "	C. J. Dempsey & Co.	
√Loraine, N. D.	Mitchell & Davis	
√Lyle, Minn.	F. J. Pavelec	
xLyle, S. D.	Geo. Henley	
√McVille, N. D.	McVille Implt. Co.	
√Maine, Minn.	W. L. Wilson	
√Mankato, Minn.	Frank Wild	

1	√Maple Lake, Minn.	Elsenpeter Bros.
	√Mapleton, Minn.	Otto Schweer
	√Marine Mills, Minn.	Geo. Kuno
	xMars, N. D.	Aug. Demers
	√Marsh, Mont.	N. C. Folger
	√Marshall, Minn.	D. C. Henderson & Co.
	√Maynard, Minn.	Earnheart Bros.
	xMeadowlands, Minn.	Nansen & Palmer
	√Mekinock, N. D.	Hensrud Bros.
	√Mellette, S. D.	Gange & Lundy
	√Melrose, Minn.	Jos. Schmidt
	√Melvine, Minn.	L. A. Thorson
	√Melville, Minn.	C. Schleicher & Son
2	√Milan, Minn.	T. Anderson
	√Miles City, Mont.	Meyers & Lindeberg
	√Miller, S. D.	Ross & Joley
	Minneapolis, Minn.	Cargill Elev. Co.
	" "	C. E. Lewis
	" "	Neimann & Peterson
	√ " "	Schuller & Co.
	" "	F. C. Shadewald
	" "	Tri State Implt. Co.
	√Minneiska, Minn.	John Peshon
	√Minneota, Minn.	J. H. Jonathon
	√Minot, N. D.	Fred V. Dale
	x " "	Minot Implt. Co.
3	√Monterey, Minn.	M. A. Wendtland & Co.
	√Montevideo, Minn.	Rubertus Bros.
	√Montgomery, Minn.	Oldenburg Bros.
	√Monticello, Minn.	Gillespie Implt. Co.
	√Montpelier, N. D.	Nels. P. Falk
	√Motley, Minn.	V. Lockwood
	√New London, Minn.	Monson Bros. & Holm
	√New Prague, Minn.	Tuma & Hanzel
	√Nicollet, Minn.	Johannes Bros.
	√North Branch Minn.	Oleson & Bergwell
	√Northfield, Minn.	O. L. Albers & Co.
	xNorth Fork, Wis.	H. D. Floyd
4	√Northwood, N. D.	John Quamme
	√ " "	Spoonheim-Riddell Co.
	√Onida, S. D.	Mesick & Stangeland
	√Opstead, Minn.	Holm & Kalberg
	" "	Zimpels Saw Mill
	√Osakis, Minn.	Brown Bros.
	√Osseo, Minn.	Haviland & Co.
	√Ottawa, Minn.	D. R. Morgan
	√Owatonna, Minn.	Independent Implt. Co.
	√Page, N. D.	Murphy-Woodward Co.
	√Parkers Prairie, Minn.	Saunders-Johnson Co.
	xPark Rapids, Minn.	S. L. Doran
	√ " " "	S. C. Tennis

√Park River, N. D.	Eastwood & Crosby	1
√Paynesville, Minn.	A. D. Rolston	
√Pease, Minn.	J. A. Jetsinga	
√Pemberton, Minn.	Nelson & Oftedahl	
xPepin, Wis.	C. Harris	
√Perham, Minn.	Fred Bauck, Jr.	
√Perley, Minn.	Ostby & Larson	
√Pingree, N. D.	A. L. Koltze	
√Plainview, Minn.	L. J. Hardtke & Sons	
√Plato, Minn.	T. F. Miller	
√Prescott, Wis.	Equity Exchange of Prescott	
√Princeton, Minn.	Peterson & Nelson	
√Red Lake, Minn.	B. L. Fairbanks	2
√Red Wing, Minn.	C. A. Erickson	
√Redwood Falls, Minn.	Farmers Elev. Co.	
√Reeder, N. D.	Maurice Hanson	
√Renville, Minn.	W. Sanders & Co.	
√Rice, Minn.	John N. Kremer	
√Richmond, Minn.	Meyer & Frank	
√Robbinsdale, Minn.	Kirkwood Bros.	
√Roberts, Wis.	Roberts Produce Co.	
√Rochester, Minu.	Ole Swenson	
√ " "	Spencer & Oiseth	
√Roger, Minn.	J. M. Scharber	
√Rosemount, Minn.	L. P. Warweg	
xRush City, Minn.	S. C. Johnson & Sons	3
√Rutland, N. D.	A. L. Freeman	
√Sauk Center, Minn.	Geo. R. Borgmann & Co.	
√Shafer, Minn.	J. Peterson	
√Silver Lake, Minn.	C. S. Vojta	
√Sisseton, S. D.	W. F. Carlberg	
√Spicer, Minn.	G. J. Bratberg	
x " "	Nelson & Erickson	
xSpiritwood, N. D.	Rounesville & Doty	
√Springfield, Minn.	Fred Bott	
√Spring Valley, Minn.	E. F. Ostrander	
√St. Anthony, Minn.	Jos. Mader	
√St. Bonifacius, Minn.	F. F. Logelin	4
√St. Clair, Minn.	Wm. Boswell & Son	
√St. Cloud, Minn.	J. A. Pappenfus	
√Stewart, Minn.	T. L. Eynon	
√Stewartville, Minn.	Farmers Sup. Co.	
√St. Hilaire, Minn.	N. A. Nelson	
√Stillwater, Minn.	Paul Burtzlaff	
xSt. James, Minn.	A. R. Voss	
√St. Lawrence, S. D.	St. Lawrence Hdw. Co.	
√St. Martin, Minn.	John Mondloch	
√Stockholm, S. D.	Berg Bros.	
xSt. Paul, Minn.	Foster Implt. Co.	
√St. Peter, Minn.	Fox Implt. Co.	
√Strandberg, Minn.	Wm. Linngren	
√Superior, Wis.	J. L. Ross Co.	

1	xSwanville, Minn.	Swanville Lbr. Co.
	xTenney, Minn.	Kraemer & Haugen
	√Thief River Falls, Minn.	C. Gustafson & Son
	√Tintah, Minn.	Crescent Lbr. Co.
	√Tolna, N. D.	A. N. Dahl
	√Toronto, S. D.	Geo. Jorgenson
	√ " "	Peter Sorenson
	√Tracy, Minn.	John Selck
	√Two Dot, Mont.	Williams & Clinger
	√Ubet, Wis.	Montgomery & Hildebrant
	√Ulen, Minn.	N. P. Nelson
2		
	√Valley City, N. D.	Towne Mchy. Co.
	xVayland, S. D.	Vayland Lbr. Co.
	√Vienna, S. D.	Riter & Gillis
	√Vig, S. D.	C. D. Thompson
	√Waconia, Minn.	Frank Wostrel
	√Wadena, Minn.	Hocking & Schertler
	√Wallace, Minn.	Frank Harkness
	√Watertown, S. D.	Lee Bros.
	xWaterville, Minn.	G. T. Murray
	√Watkins, Minn.	J. J. Theis
	√ " "	H. J. Wartman
3	√Wauhay, S. D.	Jos. Marshall
	√Webster, S. D.	Francis Smith
	√ " "	Ed. Browder
	xWeggeland, Minn.	Ottertail Co-op. Co.
	√Welch, Minn.	C. A. Nylen
	xWheatland, N. D.	McKenzie Thompson Merc. Co.
	xWheaton, Minn.	O. S. Hokanson
	√ " "	Tri State Implt. Co.
	√White Bear, Minn.	J. A. Hausener
	√Williston, N. D.	J. D. Gates
	√Willmar, Minn.	S. E. Stansberry
	√Willow Lakes, S. D.	Farmers Hdwe. & Implt. Co.
	√ " " "	Olson & Aaby
4	√Wilmot, S. D.	A. H. Hevener
	√Windom, Minn.	Ole Elvrum
	√Windham, Mont.	Windham Merc. Co.
	√Wykoff, Minn.	O. M. Hawley
	Young America, Minn.	Bruckschen & Schmitz
	Zumbro Falls, Minn.	Gray & Klindworth

1

List of Johnston Agencies for 1912 in Territory of Lindsay Bros., Milwaukee, Wis.

(Introduced in testimony of George Lindsay, member of firm of Lindsay Bros.)

Arcadia,	Wis.	Geo. Bohrnstedt
Atwater,	"	Alb. Schmidt
Appleton,	"	B. C. Wolter & Bros.
Amherst Jct.	"	J. F. Kubisiak
Athens	"	Athens Imp. & Mfg. Co.
Antigo,	"	Jno. Hessel Hdw. Co.
Arlington Heights	Ill.	Henry Flentie 2
Antioch	"	G. S. Wedge
Ashippun	Wis.	F. & J. Kinkel
Algoma	"	Knospe Bros.
Anson	"	W. A. Hall
Augusta	"	Kraft, Radtke & Quilling Co.
Argyle	"	Nels N. Saalsaa
Blair	"	J. O. Knudson
Barroh	"	E. Nelson
Bark River	Mich.	H. F. Gassman
Beaver Dam	Wis.	Aug. Bedker
Beloit	"	F. F. Johnson
Belgium	"	J. P. Hamm 3
Berlin	"	G. W. Goodnature & Co.
Big Bend	"	M. Hanson
Bonduel	"	Ganschow Bros.
Bloomer	"	Farmers Store Co.
Brookfield	"	Chas. Wandsnider
Brodhead	"	Schrader, Roderick & Son
Brushville	"	Richard Wendt
Butternut	"	R. F. Goellner
Burlington	Ill.	Kanies Bros.
Blue River	Wis.	J. S. Peters
Byron	Ill.	L. D. Marshall
Capron	"	J. A. DeMunn 4
Clare	"	Dooley & Burchfield
Clarence	Iowa	H. D. Kemmann
Cedar Rapids	"	Upton & Co.
Clintonville	Wis.	Ed. Bohn
Chilton	"	W. F. Schafer
Columbus	"	D. R. Jones
Cooks Mills	Mich.	G. W. Roberts
Covington	"	W. H. Oakley
Coleman	Wis.	J. H. Duquaine
Coloma	"	Vilas Follett
Colfax	"	Running, Martin & Co.
Cottage Grove	"	H. G. Clark & Son
Crystal Falls	Mich.	And. Nelson
Crystal Lake	Ill.	F. L. Colby & Son

1	Dacada	Wis.	N. O. Mueller
	Deerfield	"	Foll & Quammen
	Decorah	Iowa	H. Engbretson
	DeWitt	"	P. R. Emmert
	Dodge	Wis.	M. J. Kulas
	Dundee	Ill.	Bolz Bros.
	Dundee	Wis.	Gilboy Bros.
	Durham	"	Jno. Bosch
	Erdman	"	W. A. Erdman & Co.
	Evansville	"	Baird & Douglas
	Eagle	"	Wm. Griffith
	Eau Claire	"	F. R. Sebenthall
2	Eagle River	"	Strong & Manley
	Edgerton	"	Shaw & Westcott
	Eden	"	Matt McCarty
	Elmore	"	J. H. Kleinhans
	Ely	Iowa	J. C. Dvorak & Son
	Fairchild	Wis.	J. Anderson Co.
	Felch	Mich.	J. V. Sundstrom
	Freeport	Ill.	Brown & Shouer
	Fox Lake	Wis.	W. G. Roberts
	Fond du Lac	"	Quick & Brayton
	Fort Atkinson	"	Hubbard & Bailey
	Fort Dodge	Iowa	The Granger Co.
3			
	Galesville	Wis.	Richard Grover
	Granton	"	Knorr-Rausch Hdw. Co.
	Garden	Mich.	Wm. Stellwagen
	Green Bay	Wis.	VanVeghel Bros. Co.
	Glenview	Ill.	C. D. Rugen
	Gurnee	"	R. W. McClure & Co.
	Hartford	Wis.	Leach & Christenson
	Hartland	"	Wm. Strattman
	Hampshire	Ill.	Karl W. Scheisber
	Hickory	Wis.	E. J. Long
	Hilbert	"	Wm. Vollmer
4	Holcomb	Ill.	Carpenter & Knott
	Holcombe	Wis.	A. J. Edminster
	Hustisford	"	C. A. Randall
	Huilsburg	"	C. W. Gallasch
	Independence	"	Steiner Imp. Co.
	Ishpeming	Mich.	Jno. Losselyong
	Iron Ridge	Wis.	Bentz Bros.
	Ironwood	Mich.	John G. Helli
	Jennings	Wis.	Ed. Wolfgram
	Jesup	Iowa	Emerson & Hinderlites
	Jim Falls	Wis.	Saltzgaber & Douglas
	Juneau	"	Chas. R. Schultz

Kenton	Mich.	J. D. Pierson	1
Kenosha RD	"	Geo. W. Schmuckel	
Kiel	"	Jno. Boege	
Kirchayn	"	Wm. Tischer, Jr.	
Kroghville	"	S. Larson & Son	
Lake Church	"	Jac. Schanen	
Lancaster	"	Fisher & Pagenkopf	
LaValle	"	LaValle Farmers Co.	
Ladysmith	"	Geo. Uttormark	
Lanark	Ill.	M. H. Sipe	
Lamont	Iowa	J. W. Nelson	
Lannon	Wis.	Joecks Bros.	
Lena	"	J. N. Bassett	2
Linwood	"	F. Renak & Son	
Lima Center	"	H. J. Dixon	
Little Suamico	"	C. L. Allen	
Libertyville	Ill.	Schanck Bros.	
Lodi	Wis.	J. I. McFarland	
Lomira	"	H. Grantman	
Loganville	"	A. G. Baumgarten	
Low Moor	Iowa	Chas. A. Young	
Mayville	Wis.	Aug. Ruedebush	
Manitowoc	"	L. J. Anderson	
Malone	"	Pickart Bros.	
Mass	Mich.	Manuel Savela	3
Marion	Wis.	Hoeppner & DeVaud	
Mapleton	"	Peter Mundschau	
Manistique	Mich.	Jos. V. Boncher	
Marengo	Ill.	Luhring & Hauschildt	
Mauston	Wis.	D. W. Allaby	
Manchester	Iowa	D. F. Young	
Menomonie	Wis.	J. J. Carter	
Medford	"	Wesle Bros.	
Merrill	"	A. F. Lueck	
Middleton	"	Hilgers & Miller	
Milwaukee	"	Gust. Messer	
Mishicott	"	John Breider	
Milton Jct.	"	Hull & Spaulding	4
Morrisonville	"	Morrison Bros.	
Montfort	"	Johnsen Bros.	
Monroe	"	Patterson & Knull	
Mt. Horeb	"	Mt. Horeb Hdw. Co.	
Mt. Morris	Ill.	Wingert & Clevidence	
Morrison	"	Stone & McLaughlin	
Mt. Vernon	Wis.	B. W. Chandler	
Nadeau	Mich.	Nadeau Bros.	
New Holstein	Wis.	F. W. Matthaeus	
Neillsville	"	Seif & Stelloh	
New Obeln	"	Theo. Watry	
Nelsonville	"	Hy. Stoltenberg	
Newburg	"	Th. Lochen	

1	No. Freedom	"	S. A. McCoy
	North Cape	"	Carl J. Rygh
	Ontario	"	L. R. Walker
	Oakwood	"	Goelzer Bros.
	Oregon	"	Cusick Rochards & Roberts
	Osseo	"	A. B. Olson
	Omro	"	Earle, Rhodes & Reid
	Oshkosh	"	Wilke Imp. Co.
	Orfordville	"	H. N. Wagley
	Oconto	"	Oconto Co.
	Platteville	"	H. P. Hellmer
2	Prairie Farm	"	Geo. Beiswanger
	Park Falls	"	B. J. Olson
	Pardeeville	"	Wm. Hughes
	Pembine	"	John Stoveken
	Pittsville	"	Pittsville Hdw. Co.
	Pickford	Mich.	Fred Taylor
	Port Washington	Wis.	Ben Karrels
	Plymouth	"	M. Merget
	Quentin Corners	Ill.	Wm. Stockel
	Randolph	Wis.	Geo. B. Smith
	Racine	"	Falkenra & Wolfe
3	Randalia	Iowa	Colgrove & Sylvester L. Co.
	Reedsburg	Wis.	Aug. Siefert Hdw. Co.
	Reedsville	"	G. J. Olm
	Readfield	"	E. Kiesow & Bro. Co.
	Reinbeck	Iowa	Armstrong Bros.
	Rice Lake	"	M. A. Paulson
	Ripon	Wis.	Babcock & McClelland
	Rib Lake	"	Ed. Johnson
	Rhinelander	"	Lewis Hdw. Co.
	Rosholt	"	Wolding Olson Hdw. Co.
	Round Lake	Ill.	S. C. Litwiler
	Rockford	"	Patton & Co.
	Roselle	"	Becker & Leiseberg
4	Rochester	Wis.	Jno. P. Lehman
	Rochelle	Ill.	D. M. Reed
	Rowley	Iowa	Weiher & Rosencrans
	Sauk City	Wis.	A. Derleth & Son
	St. Cloud	"	A. R. Klinzing & Son
	Scandinavia	"	Hanson Bros.
	Sault Ste. Marie	Mich.	J. A. Douglas
	Skandia	"	Peterson Bros.
	St. Charles	Ill.	H. L. Jones
	Scales Mound	"	C. L. Durrstein
	Sparta	Wis.	Morse & Damman
	Shannon	Ill.	J. E. Mullarkey
	Strawberry Point	Iowa	Boyd Bros. Co.

Sheboygal Falls	Wis.	DeLong & Grohs	1
Spencer	"	Jno. Neidlein	
Seymour	"	Droeger Hdw. Co.	
		Kroner & Linsmeyer	
Spring Green	"	Sherwood Bros.	
Shirley	"	Ed. Beimborn	
Springfield	"	Wm. L. Miller	
Springville	Iowa	H. E. Smith	
Stoughton	Wis.	Emery & Johnson	
Stockton	"	A. W. Breitenstein	
So. Milwaukee	"	Caveney & Co.	
Sullivan	"	Eli Scherer	
Sussex	"	F. Stier & Co.	
Sun Prairie	"	I. D. Hayden Hdw. Co.	2
Suring	"	H. Heilbronner	
Strum	"	T. M. Olson	
Tess Corners	"	Chas. Bensene	
Tisch Mills	"	Frank Shebesta	
Thomson	Ill.	Robt. Groharing	
Thorpe	Wis.	Hansen & Zabarowski	
Tony	"	Christman Bros.	
Union Grove	"	H. C. Williams	
Unity	"	W. E. Morgan	
Viroqua	"	Knudson Bros.	3
Wausau	"	Roemer & Thalheim Co.	
Waukesha	"	Davies Bros.	
Washburn	"	Geo. Fluck	
Waterford	"	Hamm Brothers	
Warren	Ill.	Geo. E. Stickney	
Wautoma	Wis.	Wautoma Imp. Co.	
Waverly	Iowa	Coddington & Laird	
Weyauwega	Wis.	Kosanke Bros.	
West DePere	"	E. X. Collette	
West Allis	"	J. DeGroot	
West Bend	"	A. C. Fuge Hdw. Co.	
Wells	Mich.	Mashek C. & I. Co.	4
Webster City	Iowa	Webster City Imp. Co.	
Wittenberg	Wis.	Rud. Puchner	
Wrightstown	"	H. F. Roebke	
Wind Lake	"	Martin Krogstad	
Williams	Iowa	J. P. Talcott	
Wonewoc	Wis.	Hy. Hamburg	
Woodland	"	A. Lange	
Woodford	"	M. H. Olsen	
Wyocena	"	Spear & Allen	
Zenda	"	Nick Mergener	

1

List of Johnston Harvester Co.'s Agencies in Illinois, Indiana, Iowa, Kansas, Michigan, Missouri and Ohio.

(Introduced in testimony of George W. Baker, Assistant Sales Manager of the Johnston Harvester Co.)

ILLINOIS

Arenzville
Albers
Atlanta
Aviston
2 Altona
Arlington
Arrowsmith
Alexis
Annawan
Aurora
Arnold
Altmont
Alvin
Assumption
Allendale

Browns
3 Bearstow
Batavia
Biggsville
Bushnell
Broadlands
Bement
Beaucoup
Brimfield
Barry

Crossland
Carmi
Champaign
4 Chrisman
Carbondale
Columbia
Cisno
Carlinville
Charleston

Dahlgren
Deer Grove
Dober
De Long
Dahinda

Edelstin
Edwardsville
Eddyville
El Paso
Eldorado
Eldred
Elizabethtown
Ellisville

Fisher
Flora
Frankfort
Filmore
Fairfield

Grand Tower
Galva
Galesville
Gillespie
Girard
Gardner
Gibson City
Gilson
Georgetown
Goveville
Golconda
Gretna
Greenup

Highland
Herrick
Hermon
Herrin
Hayworth
Harris
Hamilton

Iriquois
Illiopolis

Jamesburg
Junction
Joliet

Kinmundy

Lincoln
Litchfield
Laura
Lodge
Ludlow
Lee
London Mills
Leonard

Mattoon
Martinsville
Manlius
Metropolis
Moro
Mount Pulaski
Manhattan
Minonk
Marine
Mason City
Mill Shoals
Mount Olive
Mazon
Mineral
Mulkeytown
Macomb
McLeansboro
Millberry Grove
Manchester
Marystown
Maroa
Marion
Momence
Mt. Vernon

Nokomis
Naperville
Niantic
Newman
Norwood
New Douglas
Newton

Oblong
Ozark
Osco

Oconee
Oswego
Ohlman
Ottawa
Owaneco
Okawville

Paris
Pearl
Peotone
Pittsfield
Princeton
Powellton
Potomac
Pierson
Palmyra
Paxton
Phelps
Pinckneyville

Quincy

Redmon
Royal
Raymond
Rusbville
Ramsey
Rio
Rossville
Robinson

Summerfield
Steeleville
St. Peter
Sbipman
Sbelbyville
Swanwick
Strasburg
Sullivan
Simpson
Springertown
Strongburst
Sherrard
Sbeldon

Trivoli
Tiskilwa
Toluca
Tilley Park
Towando

Victoria
Vergennes

Willow Hill
Whittington
Warsaw
Williamsville
Waltersburg
Warrensburg
West Frankfort
Waterloo
Woodhull

Youngstown

(Total Illinois—177)

INDIANA

Arlington
Attica
Atkinson
Albion
Arcola
Athens
Angola
Alexandria
Arcadia

Bloomfield
Brownstown
Boswell
Bluffton
Brazil
Borden
Burnettsville
Black Hawk
Bloomington
Battle Ground
Bargersville
Butler

Clarmont
Crown Point
Columbus
Charlottesville
Cedar Grove
Cates
Coal City
Cumberland
Cortland
Clayton
Cromwell
Cbalmers
Clinton
Carlisle
Colfax
Conrad
Crothersville 1
Corunna

Dale
Danville
Dillsboro
Demotte
Dupont
Dugger
Dunkirk
Daleville
Dubois

Edwardsport 2
Edinburg
Evansville
Eaton
Etna Green
Evanston
Eugene
Elkbart

Francisco
Franesville
Fort Branch
Fairland
Flat Rock 3
Franklin
Fishers
Fremont
Freedom
Frankton

Grammer
Gosben
Granger
Green Castle
Greenfield

Hebron 4
Hatfield
Huntington
Hartford City
Hagerstown
Hortonville
Hamlet
Henryville
Holton

Inglefield
Indianapolis
Indian Springs

Jonesville
Jamestown
Johnsburg

1 Kingman
Kouts
Kniman
Kentland
Kendallville

Laurel
Liberty
Lindon
Laurensburg
Leroy
LaFontain
Linden
2 Leesburg
Ligonier
Lynn
Lebanon
La Crosse

Monrovia
Monroe
Markleville
Morris
Mount Comfort
Madison
Morocco
Muncie
3 Mays
Morristown
Monroeville
Milroy
Marco
Marion
Millersburg
Martinsville
Milford
Middlebury
Montgomery
Mirango
Monon
4 McCool

Newharmony
Norman Station
New Albany
New Haven
North Manchester
Noblesville
New Carlisle

Oakland City
Osgood
Otwell
Oliver
Orland
Ockley

Pennville
Paragon
Plainfield
Princeton
Pendleton
Parr
Pierceton
Pleasant Lake
Prairie Creek
Parker

Rossville
Roselawn
Rich Valley
Russelville
Rockfield
Rushville
Reynolds
Remington
Ridgeville
Roanoke
Richmond

Swayzee
Southport
Salem
Star City
Smithville
Seafield
Spurgeon
Seymour
Sullivan
Shoals
St. Louis Crossing
St. Paul
Shirley
Scottsburg
Silver Lake
St. John
Spencerville
South Whitney
Shipshewanna
St. Leon
Spades
Syracuse
Stone Bluff
Shelbyville
Sandborn

Tipton
Topeka
Terre Haute
Tippecanoe

Upland

Vincennes
Velton
Vevay

Worhington
Williamsport
Wanatah
Wawaka
Wheatland
Wakarusa
Winchester
Warsaw
Warren
Walcottville

Yorktown

Zionsville

(Total, Indiana—204)

IOWA

Adel
Allerton

Baxter
Boneparte
Burlington

Cantrill

Deepriver

Exline

Mount Pleasant
Muscatine

Ollie

Pekin

(Total, Iowa—12)

KANSAS

Abilene

Bushton
Burden

Delia

Dodge City
Douglass

Eldorado
Emporia

Great Bend

Humboldt

Kiowa
Kingman

Lyons

Sedgewick

Wichita

Yates Center

(Total, Kansas—16)

MICHIGAN

Athens
Ann Arbor
Alba
Addison
Alma
Alpena

Bedford
Benton Harbor
Big Rapids
Barryton
Burlington
Blissfield
Brown City
Bay City
Buchanan
Belleville
Burr Oak
Birmingham
Breckenridge
Bridgeport

Crosswell
Cheboygan
Cedar Springs
Carleton
Clio
Copemish

Cassiopolis
Crump
Clarksville
Conklin
Clare
Cadmus
Chesaning
Carson City
Charlevoix
Climax
Charlotte

DeWitt
Dimondale
Dalton
Dundee
Dearborn
Davison
Dryden
Deckerville
Decatur

East Jordan
Edmore
Elsie
Erie

Freeland
Fennville
Farmington
Fostoria
Flushing
Flint
Freemont
Fowlerville
Fenton
Flat Rock

Grass Lake
Globeville
Gaines
Greenville
Grand Rapids
Grand Ledge
Gladwin

Hartford
Horton
Hillman
Hopkins
Howell
Half Way
Holland
Holley
Howard City

Ithaca
Ida
Ionia

Jamestown

Kalamazoo
Kalkaska
Kingsley
Kingston

Linwood
Lake View
Lachine
Lapeer

Middleville
Manton
Maendon
Milan
Marshall
Montgomery
Millington
Milford
Metamora
Midland
Mason
Marine City
Marlette
Merrill
Morrice

North Detroit
Newport
Munica
North Branch
Northville
New Haven

Onstead
Orion
Oseo
Owendale
Olivet
Otter Lake
Okemos
Ortonville

Port Hope
Pentwater
Plainwell
Peck
Pontiac
Pigeon
Potterville

1

2

3

4

1 Reed City
Rockford
Remus
Richville
Ravenna
Rochester
Reading
Reese
Romeo
Rogers
Redford
Rogersville
Rose City
2 River Junction
Roshbush

Stockbridge
Sparta
Springport
Stanwood
Sebewaing
Scottville
Shelbyville
Stanton
Shepherd
St. Clair
3 Saginaw
Swartz Creek
Saline

Tecumseh
Three Rivers
Taylor Center
Turner

Union City
Utica

Vicksburg
4 Vassar
Vestaburg
Vickeryville
Vermontville

Watervliet
West Branch
Weston
Waldonburg
Warren
Waldon
Wyandotte
White Hall
Wayne
Walled Lake
Wayland
Westphalia

Yale
Ypsilanti

(Total, Michigan—177)

MISSOURI

Anniston
Appleton
Aldrich
Ashley
Aurora
Aptus
Advance
Atlanta

Belgique
Beemont
Bismarck
Breshear
Bonnots Mill
Bonne Terre
Brookfield
Beaufort
Belle
Billings
Bunceton
Bowling Green
Belle City
Bevier
Bosworth
Bolivar
Booneville
Blackburn
Boynton
Brazeau

Cabool
Columbia
Cape Girardeau
Clark
Coffman
Curryville
California
Carruthersville
Catawissa
Comway
Caledonia
Clarence
Campbell
Chillicothe

Duenweg
Downing

Dixon
Danby
Dunlap

Edina
Ethel

Freeburg
Fredericktown
Fruitland
Ferguson
Fayette
Farmington
Flucom
Farrar
Fronha

Gifford
Gibbs

High Hill
Hilderbrand
Hoecker
Higginsville
Herman
Hillsboro
Hale
Hawk Point
Hunneywell
Huntsville

Ionia
Irondale

Jonesburg
Jefferson

Koenig
Kinsey
Kirksville
Kahoka
Knox City
Kelso

Lowndes
Lentner
Leslie
Lohman
La Grange
Lemonville
Lamar
Leasburg
Lakeman
Lake City
Lutesville
Lathrop

Lucerne
Linn

Mowcow Mills
Meta
Monroe City
McKittrick
Marquand
Marceline
Martinsburg
Minimum
Montgomery City
Marshall
Milheim
Mexico
Morrison
McGuare
Marthasville
Mount Leonard
Mattese
Malta Bend
Mount Hope

Newcomer
New Haven
New Wells
Newberg
Nyler

Oakwood

Patterson
Pevely
Purdin
Powe
Peculiar
Pilot Grove
Paris
Potosi
Patten
Perryville
Piedmont
Puxico

Rensselear
Rhineland
Rolla
Roseburg
River Aux Vases
Racine
Richwood

Seligman
Steeleville
Sedgewickville

Smithton
Salisburg
Soutb Greenfield
Slater
Sulver Lake
Sullivan
Silex
Sparta
Sadalia
Springfield
Sarcoxie
Sweet Springs
Schlatitz

Triplett
Treloar

Union

Villa Ridge
Vineland
Valles Mines
Versailles

Wasbington
Walnut Grove
Webster Groves
Windsor
Wappapello
Wentzville
Westpbalia

Yount

(Total, Missouri—169)

OHIO

Asbville
Allensville
Ansonia
Akron
Asbtabula
Ada
Atwater
Andover
Adena
Amsterdam
Asbland
Arcbbold

Bowling Green
Bretna
Bellview

Bettsville
Boonville
Bremen
Brookville
Bever
Bluffton
Branchester
Brownhelm Sta.
Bell Brook
Butler
Bellmore
Berlin
Buckeye City
Bristolville
Brooklyn
Burton
Buford
Bainbridge
Bolivar
Bucyrus
Blissfield
Basil
Bealville
Batavia
Belle Center
Beach City
Bedford

Cleveland
Cbardon
Colton
Chicago Jct.
Columbia Sta.
Cbili
Copley
Celina
Cable
Clarington
Columbia
Cleves
Covington
Cedarville
Collins
Cumberland
Cortland
Carrolton
Chagrin Falls
Cambridge
Chesterland
Columbus
Curtice
Carrothers

Desbler
Dunbridge

1 Defiance
Danbury
Dodgeville
Durant
Dayton
Dorset
Dresden
DeGraff
Dundee
Dalton

Eldorado
East Orwell
East Monroe
2 East Liverpool
Elmore
Edeon

Fayette
Freeport
Fayetteville
Funk
Frost
Fostoria
Fredericktown
Franklin Furnace
3 Frazeysburg

Grove City
Greenville
Greer
Galion
Grafton
Greenwick
Glenmore
Georgetown
Greentown
Geyesville
Gilmore
4 Galliopolis
Gettysburg
Geneva
Gibsonburg
Green Springs

Harrison
Holgate
Hicksville
Hendon
Humworth
Hartville
Hemlock
Harrod

Irwin

Jeromesville
Jewette

Kinsman
Kingston
Kent
Kenton

Lemoyne
Linsay
Lucas
London
Lightsville
Lewiston
Lena
Lebanon
Limaville
Lockington
Lexington
Lamira
Larue

McClure
Millersville
Milford
Mantua
Mowreystown
Mt. Orab
Mechanicstown
Macon
Mt. Perry
Minerva
McComb
Massillon
Medina
Mentor
Mt. Victory
Mechanicsburg
Mt. Gilead
Martinsville
Mt. Sterling
Malta
Millersburg
Marathon
Marietta
Madison

North Jackson
New Lebanon
North Lewisburg
Nashville
New London
New Washington
New Marshfield
New Philadelphia

New Concord
New Castle
Norwalk
Negley
Newcomerstown
Napoleon
North Baltimore

Olmsted Falls
Orient
Ottawa
Ozark

Prospect
Pleasantville
Pondrun
Proctorville
Paris
Pataskala
Pottsdam
Perry
Pomercy
Pondora
Poland
Peninsula
Pemberville
Perrysburg
Paulding

Rutland
Rock Creek
Reading
Richwood
Ravenna

South Euclid
Strasburg
Senecaville
Sycamore
Springfield
Summerfield
St. Henry
Stockport
Sharon
Stafford
Shinrock
South Vienna
Sandusky
Shelby
Salineville
Steubenville
Spring Valley
Sylvania

Tiffin

Troy
Trimble
Trenton

Union
Urbana
Urichsville
Unionville Center

Vaulena
Verseilles
Van Wert

Wassion
West Unity
Whitehouse
West Cairo
Wellington
Waldo
West Lafayette
Warren
Wadsworth
West Sonora
Wellsville
Wayland
West Chester
Williamsburg
Winchester
Wooster
Waterford
Woolf
Warrensville
Waynesfield
Walters Creek
Willoughby
Walhaonding
West Salem
West Alexandria
Waterford 1

Xenia

Youngstown
Yellow Springs

Zanesfield
Zanesville
Zaleskie

(Total, Ohio—261)

OKLAHOMA 2

Kingfisher

Newkirk

(Total, Oklahoma—2)

3

4

1

DEFENDANTS' EXHIBIT 54.

The Johnston Harvester Company 1902 Agency Agreement.
Fred Halter, Dealer.

"* * * First—That for and in consideration of covenants and agreements hereinafter contained, said first party hereby appoints said second party its agent to sell for the season of 1902 (ending October 1st,) in the following territory and no other, * * *

2 Third—It is agreed between the parties hereto that said second party will, as a part of the expense of this agency, keep them well stored out of the weather, during the term of this agreement and for a period of eight months after its expiration, in the name of The Johnston Harvester Co., and to pay said first party for all damages to such property, caused by neglect to properly store and care for, and for failure to comply with all conditions as herein specified. * * *

Fifth—Said second party agrees to thoroughly canvass
3 the territory herein described for purchasers of Machines and Attachments and to pay the livery expenses of all help that may be furnished to assist in making sales, setting up, starting machines and instructing purchasers in their use. Also not to engage directly or indirectly in the sale of any other machines of the class herein described during the term of this agreement. * * *

It is further agreed that while said first party will do all it can to prevent trespassing of agents, it shall in no case be held liable for that committed by one agent upon the territory of another, and also that each agent shall pro-
4 tect his territorial rights against trespass. * * *

Tenth—It is agreed by and between the parties hereto signed, that this agreement shall not be construed as constituting said second party as agent for said first party for any other purpose than herein set forth, and also that said first party shall have the right to declare this agreement null and void at any time it shall become dissatisfied with said second party's manner of doing business, or for any reason satisfactory to itself, without liability or damage. * * *"

1

DEFENDANTS' EXHIBIT 55.

The Johnston Harvester Company 1903 Agency Agreement.
Willis K. Conley, Dealer.

"* * * First—That for and in consideration of covenants and agreements hereinafter contained said first party hereby appoints said second party its agent to sell for the season of 1903 (ending October 1st), in the following territory and no other, * * *

Third—It is agreed between the parties hereto that 2
said second party will as a part of the expense of this agency, keep them well stored out of the weather, during the term of this agreement and for a period of eight months after its expiration in the name of The Johnston Harvester Co., and to pay said first party for all damages to such property, caused by neglect to properly store and care for, and for failure to comply with all conditions as herein specified. * * *

Fifth—Said second party agrees to thoroughly canvass the
territory herein described for purchasers of Machines and 3
Attachments and to pay the livery expenses of all help that may be furnished to assist in making sales, setting up, starting machines and instructing purchasers in their use. It is further agreed not to engage directly or indirectly in the sale of any other make of machines during the term of this agreement, and to pay said first party as liquidated damages $25 for each grain or corn binder; $10 for each mower or reaper sold in violation of this agreement. * * *

It is further agreed that while said first party will do all
it can to prevent trespassing of agents, it shall in no case be
held liable for that committed by one agent upon the terri- 4
tory of another, and also that each agent shall protect his territorial rights against trespass. * * *

Tenth—It is agreed by and between the parties hereto signed, that this agreement shall not be construed as constituting said second party as agent for said first party for any other purpose than herein set forth, and also that said first party shall have the right to declare this agreement null and void at any time it shall become dissatisfied with said second party's manner of doing business, or for any reason satisfactory to itself without liability or damage. * * *"

1

DEFENDANTS' EXHIBIT 56.

The Johnston Harvester Company 1904 Agency Agreement.
Samuel H. Smith, Dealer.

"* * * First—That for and in consideration of covenants and agreements hereinafter contained, said first party hereby appoints said second party its agent to sell for the season of 1904 (ending October 1st) in the following territory and no other, * * *

2 Third—It is agreed between the parties hereto that said second party will, as a part of the expense of this agency, keep them well stored out of the weather, during the term of this agreement and for a period of eight months after its expiration, in the name of The Johnston Harvester Co., and to pay said first party for all damages to such property caused by neglect to properly store and care for, and for failure to comply with all conditions as herein specified.

Fourth—Said second party agrees at the time of settlement hereunder to settle at the prices and terms hereinafter speci-
3 fied for all Machines and Attachments damaged by lack of proper shelter and care, and for all from which parts have been taken and not replaced prior to the time of settlement. * * *

It is further agreed not to engage directly or indirectly in the sale of any other make of machines during the term of this agreement, and to pay said first party as liquidated damages $25 for each grain or corn binder; $10 for each mower or reaper sold in violation of this agreement. * * *

It is further agreed that while said first party will do all it can to prevent trespassing of agents, it shall in no case be
4 held liable for that committed by one agent upon the territory of another, and also that each agent shall protect his territorial rights against trespass. * * *

Tenth—It is agreed by and between the parties hereto signed, that this agreement shall not be construed as constituting said second party as agent for said first party for any other purpose than herein set forth, and also that said first party shall have the right to declare this agreement null and void at any time it shall become dissatisfied with said second party's manner of doing business, or for any reason satisfactory to itself, without liability or damage. * * *"

1

DEFENDANTS' EXHIBIT 57.

The Johnston Harvester Company 1905 Agency Agreement.
Abram Rifenburgh, Dealer.

"* * * First—That for and in consideration of covenants and agreements hereinafter contained, said first party hereby appoints said second party its agent to sell for the season of 1905 (ending October 1st), in the following territory and no other, viz: * * *

2

Third—It is agreed between the parties hereto that said second party will, as a part of the expense of this agency, keep them well stored out of the weather, during the term of this agreement and for a period of eight months after its expiration, in the name of The Johnston Harvester Co., and to pay said first party for all damages to such property caused by neglect to properly store and care for, and for failure to comply with all conditions as herein specified.

Fourth—Said second party agrees at the time of settlement hereunder to settle at the prices and terms hereinafter specified for all machines and attachments ordered under "Sale Order" on page 7 of this agreement, or taken from original packages, or damaged by lack of proper shelter and care. * * *

3

It is further agreed not to engage directly or indirectly in the sale of any other make of machines during the term of this agreement, and to pay said first party as liquidated damages $25 for each Grain or Corn Binder; $10 for each Mower or Reaper sold in violation of this agreement. * * *

It is further agreed that while said first party will do all it can to prevent trespassing of agents, it shall in no case be held liable for that committed by one agent upon the territory of another, and also that each agent shall protect his territorial rights against trespass. * * *

4

Tenth—It is agreed by and between the parties hereto signed, that this agreement shall not be construed as constituting said second party as agent for said first party for any other purpose than herein set forth, and also that said first party shall have the right to declare this agreement null and void at any time it shall become dissatisfied with said second party's manner of doing business, or for any reason satisfactory to itself, without liability or damage. * * *"

1

DEFENDANTS' EXHIBIT 58.

The Johnston Harvester Company 1906 Agency Agreement.
C. R. Covert, Dealer.

"* * * First—That for and in consideration of covenants and agreements hereinafter contained, said first party hereby appoints said second party its agent to sell for the season of 1906 (ending October 1st), in the following territory and no other, viz: * * *

Third—It is agreed between the parties hereto that said second party will, as a part of the expense of this agency, keep them well stored out of the weather, during the term of this agreement and for a period of eight months after its expiration, in the name of The Johnston Harvester Co., and to pay said first party for all damages to such property caused by neglect to properly store and care for, and for failure to comply with all conditions as herein specified.

Fourth—Said second party agrees to set up properly the Machines and Attachments hereinafter ordered to be shipped
3 as samples from which to take orders, and at the time of settlement hereunder to settle for all Machines and Attachments used as samples, damaged by lack of proper shelter and care or taken from original packages, at the prices and terms hereinafter specified. * * *

It is further agreed that while said first party will do all it can to prevent trespassing of agents, it shall in no case be held liable for that committed by one agent upon the territory of another, and also that each agent shall protect his territorial rights against trespass. * * *

Eleventh—It is agreed by and between the parties hereto
4 signed, that this agreement shall not be construed as constituting said second party as agent for said first party for any other purpose than herein set forth, and also that said first party shall have the right to declare this agreement null and void at any time it shall become dissatisfied with said second party's manner of doing business, or for any reason satisfactory to itself, without liability or damage. * * *"

DEFENDANTS' EXHIBIT 59—Is a commission agency contract 1
for 1907 between the Johnston Harvester Company and C. W. Baldwin, an implement dealer. It contains the same clauses as shown in Defendants' Exhibit 58.

DEFENDANTS' EXHIBIT 60—Is a commission agency contract for 1908 between the Johnston Harvester Company and W. S. Van Keuren & Co., an implement dealer. It contains the same clauses as shown in Defendants' Exhibit 58.

DEFENDANTS' EXHIBIT 61—Is a commission agency contract 2
for 1909 between the Johnston Harvester Company and B. F. Easton, an implement dealer. It contains the same clauses as shown in Defendants' Exhibit 58.

DEFENDANTS' EXHIBIT 62.

The Johnston Harvester Company 1910 Commission Agency Agreement.

"* * * 1. That said Company, for and in considera- 3
tion of the stipulations and agreements herein contained, hereby appoints said Dealer to sell on commission for its account its line of Machines and Attachments and Extra Parts for same, for and during the season ending November 1st, 1910, in the following described territory, to-wit: * * *

2-b. To receive all goods shipped under this agreement; to pay freight on same from Albany, N. Y.; to keep same well stored out of the weather and in good condition during the term of this agreement and for a period of seven months after its expiration; to make good all damages caused by improper storage or handling of same; * * * 4

6. It is further agreed that said Dealer is to receive in a fiduciary capacity in trust for the benefit of said Company and not otherwise all goods shipped under this agreement and all moneys, property or other securities received in payment for machines, attachments or repairs sold by said Dealer for said Company and that said Company shall at all times have the right to the possession of and entire control over all machines, orders, contracts, accounts, notes, moneys or other property accruing or growing out of the sale of said machines or other property and said Company reserves the right to and may at any time without notice annul and terminate this

1 agreement and take possession of all orders, notes, accounts, moneys and machines in the possession or under the control of said Dealer by virtue thereof without liability for damage. And said Dealer hereby waives and releases all right of action for damages because of such cancellation of agreement. * * *"

DEFENDANTS' EXHIBIT 63—Is a commission agency contract for 1911 between the Johnston Harvester Company and L. F. Hamden, an implement dealer. It contains the same clauses as shown in Defendants' Exhibit 62.

2

DEFENDANTS' EXHIBIT 64—Is a commission agency contract form of the Johnston Harvester Company for 1912. It contains the same clauses as shown in Defendants' Exhibit 62.

DEFENDANTS' EXHIBIT 65—Is a commission agency contract form of the Johnston Harvester Company for 1913. It contains the same clauses as shown in Defendants' Exhibit 62.

3 DEFENDANTS' EXHIBIT 66.

Acme Harvesting Machine Company 1906 Sale Contract.

"* * * Said COMPANY hereby appoints said..... ..... its sales AGENT under the limitations and restrictions herein specified for the sale of its harvesting and mowing machines, hay stackers, hay rakes, sickle grinders, attachments and repairs, in the following described territory, to-wit:..... .....

4 and no other, during the season ending December 31, 1906, and said AGENT agrees as follows:

1st. To do all the business pertaining to selling the above named machines, hay stackers, hay rakes, sickle grinders, attachments and repairs; to receive all goods shipped to said AGENT under this agreement, to pay freight on them from Peoria, and keep them fully insured, well housed, and in good order during the entire season, or until reshipped, free from taxes and all charges to said COMPANY, and to be governed by written and printed instructions of said COMPANY and its General Agent, the instructions on the back of this contract being a part of said contract. * * *"

"5th. To order all repairs for Acme machines from said 1
COMPANY or its said General Agent, and provide suitable storage therefor; and to sell the same for cash only, and to remit the proceeds to said COMPANY or its said General Agent; and *to handle none of said articles obtained from any other source without the permission in writing of said COMPANY* or its said General Agent, *under penalty of forfeiture of all commissions earned upon the sale of any of the articles mentioned in this clause of this contract.*"

DEFENDANTS' EXHIBIT 67—Is a blank form of sale contract
of the Acme Harvesting Machine Company for 1907. It con- 2
tains the same clauses as shown in Defendants' Exhibit 66.

DEFENDANTS' EXHIBIT 69.

Acme Harvesting Machine Company 1909 Commission Agency Agreement.

"* * * First—That for and in consideration of the
covenants and agreements hereinafter contained, said COM- 3
PANY hereby appoints said AGENT its agent to sell for the season ending October 1st, 1909, in the following territory and no other, namely: * * *

Third—It is agreed by the parties hereto that said AGENT will, as a part of the expense of this agency, keep all said goods well stored out of the weather, during the term of this Agreement, and for a period of eight months after its expiration, and to pay said COMPANY for all damages to such property caused by neglect to properly store and care for, and for failure to comply with all conditions as herein speci-
fied. * * * 4

It is further agreed that while said COMPANY will do all it can to prevent trespassing of agents, it shall in no case be held liable for that committed by one agent upon the territory of another, and also that each agent shall protect his territorial rights against trespass. * * *

Eleventh—It is agreed by and between the parties hereto signed, that this Agreement shall not be construed as constituting said AGENT as agent for said COMPANY for any other purpose than herein set forth, and also that said COMPANY shall have the right to declare this Agreement null

1 and void at any time it shall become dissatisfied with said AGENT'S manner of doing business, or for any reason satisfactory to itself, without liability or damage. * * *"

DEFENDANTS' EXHIBIT 70.

Acme Harvesting Machine Company 1910 Agency Agreement.

"* * * I. Said ACME HARVESTING MACHINE COMPANY, appoints.....
.....its agent hereunder for receiving, keeping and sell-
2 ing in its behalf its Machines and attachments and Commission Repairs, on commission for the following territory only: * * *

6. To keep at his own expense all the goods received under or pursuant to this agency insured from loss by fire, for the benefit of Acme Harvesting Machine Company, for at least the net price while in his custody; and safely house or store and keep free of taxes or other charges to said Acme Harvesting Machine Company, all goods on hand at any time, excepting machines which have been set up and used as samples, and remain unsold after harvest, which, in all cases,
3 shall be paid for by said AGENT at time of settlement; and pay all damage to such property caused by neglect to properly store and care for same, and in no case to take parts from machines for sale as repairs. * * *

8. That this contract may at any time be cancelled by said Acme Harvesting Machine Company, without liability for damages and it may at once take possession of the goods or property unsold and of everything in the hands of said AGENT, in any way relating to the business and in no case is said Acme Harvesting Machine Company to be held liable for
4 any trespass committed by one agent upon the right of another; that the Agent must protect his territory against trespass the same as any other property. * * *"

Defendants' Exhibit 71—Is a blank form of commission agency contract of the Acme Harvesting Machine Company for 1911. It contains the same clauses as shown in Defendants' Exhibit 70.

Defendants' Exhibit 72—Is a blank form of commission agency contract of the Acme Harvesting Machine Company for 1912. It contains the same clauses as shown in Defendants' Exhibit 70.

DEFENDANTS' EXHIBIT 73—Is a blank form of commission agency contract of the Acme Harvesting Machine Company for 1913. It contains the same clauses as shown in Defendants' Exhibit 70. 1

DEFENDANTS' EXHIBIT 190.

The Warder, Bushnell & Glessner Co. 1892 Commission Agency Agreement.

"* * * *WITNESSETH,* That the said THE WARDER, BUSHNELL & GLESSNER CO., of the first part, has this day appointed the said party of the second part its special agent for the sale of the Champion Binders, Mowers, Reapers, Attachments and Extras, in the following territory only, and no other, to-wit: * * * 2

The said party of the second part further agrees to have a full settlement with each purchaser on delivery of the machine, or when the machine is started; * * *

And to be governed by the printed instructions on back of this contract (*and especially that clause relating to sales and territory*) which are made a part hereof, and further to keep all machines and repairs fully insured, and to guarantee the said The Warder, Bushnell & Glessner Co. against any loss by fire. * * * 3

And the second party agrees to make all reasonable efforts to sell said Champion Binders, Mowers and Reapers, and as many more of them as possible, in the above named territory, by properly exhibiting machines, distributing printing, canvassing the territory, etc., and that they will not canvass, solicit orders, or sell Champion Machines in the territory assigned to any other dealer or agent; *and that they will not act as agent for or in any way engage in the sale (directly or indirectly) of any other Binding or Mowing or Reaping Machine, nor permit any one acting for them as employe, agent, or partner, so to do, while this agency exists,* and second party agrees to pay the first party on demand as liquidated damages $25 for each machine sold in violation of this agreement. * * * 4

6th. In constituting this agency for the within named territory, it is expressly agreed that the party accepting said agency will not sell, nor offer for sale, directly or indirectly, any Champion Machines to parties living in any other than

1 the within named territory, nor sell any machines to be sent or used outside of said territory. And it is also agreed by the party accepting this agency, that if any sales are made in violation of the spirit of this contract, they shall forfeit and pay over to the agent controlling the territory the full commission made from the retail price of the machines included in this contract, together with any other damages that may be sustained by said agent in consequence of said trespass; but in no case are we to be held liable for any trespass committed by one agent upon the rights of another. Each
2 agent must protect his territory against trespass, the same as any other property. * * *"

DEFENDANTS' EXHIBIT 192.

The Plano Manufacturing Company 1892 Commission Contract.

"* * *. That for and in consideration of the mutual covenants and agreements herein contained, the party of the first
3 part hereby appoints the said party of the second part its agent for the sale of the machinery and extras and other goods described in and covered by this contract, for and during the selling season of 1892, within the following territory, to-wit: * * *

5. It is further agreed that the said party of the first part is at all times to have entire control over all accounts, contracts, notes, cash or other assets or other property accruing or growing out of the sale of any or either of the said goods (whether in this or previous or subsequent years), and may at any time annul and determine this contract (and all
4 prior contracts) without liability for damage, and take possession of all orders, notes, accounts, cash or other assets, machines or other property on hand, and should this contract be cancelled by the said party of the first part at any time, the party of the second part hereby agrees to surrender the same to the party of the first part or its representative and therewith all goods or property or proceeds from sales thereof on hand at the time of such cancellation.

6. The second party agrees to receive all machines, parts of machines, extras and other goods shipped under this contract on their arrival, at the place of destination, and to pay the freight and other charges thereon, to store all machines

and parts of machines out of the sun, rain and wind, to keep 1
them insured in the name of the first party to at least the amount of two-thirds of the time price thereof as herein stated, and to be liable to pay to the said first party all damages such property may sustain by not being properly stored, or said first party may sustain by reason of said property not being insured, to pay the taxes and assessments on such property while the same or any part thereof remains in the possession of the second party, and to keep the first party harmless from all charges for either storage, packing and re-shipping, taxes or insurance. * * *

14. It is further agreed that the party of the second part 2
shall not and will not sell or directly or indirectly offer for sale any of the above named machines to parties living in any other territory, or sell any machines to be sent or used outside of said territory, except to the legitimate retail trade, and then only at the regular retail prices, including freights, and the party accepting this agency agrees that if any sales are made in violation of the spirit of this contract, he shall forfeit and pay over to the agent controlling the territory, the full commissions realized thereon, together with any other damages that may be sustained by said agent in consequence of 3
said trespass; but in no case is the said first party to be held liable for any trespass committed by one agent upon the right of another. Each agent must protect his own territory against trespass, the same as any other property.

15. The second party agrees not to accept an agency for or to be interested directly or indirectly in the sale of any other harvester, binder or mower while acting as agent for the first party under this contract, in a penal forfeiture of fifty dollars for each and every such machine so sold in violation of this clause of this agreement. * * *"

4

DEFENDANTS' EXHIBIT 193.

William Deering & Company 1892 Commission Agency Contract.

"* * * I. Said WILLIAM DEERING & Co., have appointed said Swan & Lindekugel, Agents hereunder and for receiving, keeping and selling in their behalf their Harvesters, Binders, Reapers, Mowers, Twine, Extra Parts, Trucks, Bundle Carriers, Flax Carriers, and other attachments, on commission, for the following territory only: * * *

1 II. Said Agents agree to perform all the duties of such ageney with prompt business diligence and due eare and skill, and in partieular also agree:

(1.) To sell only upon the terms and at the priees preseribed by William Deering & Co. and solely to good and responsible parties, using no warranty other than William Deering & Co's. printed warranty for 1892, to deliver, set up, and fairly start every maehine sold, and to instruet the purehaser how to adjust it to work in different eonditions of grain or grass. * * *

(4.) Not to sell or be interested in the sale of any similar
2 goods of or for any other house or concern. * * *

Said Agents shall also at their expense keep all the goods insured from loss by fire, for the benefit of William Deering & Co., for at least the net priee while in their eustody; and will safely house or store and keep free of taxes or other charges to said William Deering & Co. all goods on hand at any time, excepting maehines which have been set up and used as samples, and remain unsold after harvest, which, in all cases, shall be paid for by said Agent at time of settlement; and pay all damage to such property caused by neglect
3 to properly store and care for same, and in no case to take parts from machines for sale as repairs. * * *

This agency may at any time be determined by said William Deering & Co., without liability for damages, and they may at once take possession of the goods or property unsold and of everything in the hands of said Agent in any way relating to the business, and in no case are said William Deering & Co. to be held liable for any trespass committed by one agent upon the right of another. Each Agent must proteet his territory against trespass the same as any other property. * * *"

4

DEFENDANTS' EXHIBIT 98.

McCormick Harvesting Machine Company 1892 Commission Agency Contract.

"* * * SAID COMPANY hereby appoint said E. J. Webber as their sales agents under the limitations and restrictions hereinafter specified, for the sale of their harvesting maehines, twine, binder trueks, bundle earriers, flax dumps and repairs in the following deseribed territory, to wit: * * *

1st. To do all the business pertaining to selling the above 1
named machines, twine, binder trucks, bundle carriers, flax dumps and repairs; to receive all goods shipped to him under this agreement, to pay freight on them from Chicago, and to keep them well housed and in good order during the entire season or until sold or re-shipped, free of taxes and all charges to said Company, and to be governed by the printed instructions on the back of this contract, and the instructions of the McCORMICK HARVESTING MACHINE COMPANY and their GENERAL AGENT. * * *

6th. To sell all machines, twine, binder trucks, bundle car-
riers, flax dumps and repairs FOR SUCH PRICES AND ON 2
SUCH TERMS ONLY as shall be prescribed by the said Company, or their General Agent in the territory above mentioned, and in case machines, twine, binder trucks, bundle carriers, flax dumps or repairs are sold at a less price or on different terms than so prescribed (except under written instructions from said Company or said General Agent), the loss in price shall be assumed by the said Agent and deducted from his commission and the notes taken on other time than that prescribed shall also be taken by the said Agent in payment of his commissions. * * *

3
IT IS FURTHER MUTUALLY AGREED that said McCORMICK HARVESTING MACHINE COMPANY shall at all times have exclusive and entire control over all orders, contracts, accounts, notes, moneys and assets or other property accruing and growing out of the sale of said machines, twine, binder trucks, bundle carriers, flax dumps, repairs or other property, whether for this or previous years, and may at any time annul and determine this and all prior contracts, and take possession of all orders, notes, accounts, moneys, machines, twine, binder trucks, bundle carriers, flax dumps,
repairs and any other property in the hands of said E. J. 4
Webber by virtue hereof. * * *

Said Agent especially agree, except one car of Plano Binders and those carried over by him from 1891, NOT TO ACCEPT AN AGENCY FOR OR BE INTERESTED IN THE SALE OF ANY OTHER HARVESTER OR BINDER, REAPING OR MOWING MACHINE, DIRECTLY OR INDIRECTLY, WHILE ACTING AS AGENT FOR THE McCORMICK HARVESTING MACHINE COMPANY UNDER THIS CONTRACT. * * *

6th.—Not to sell, or offer for sale, directly or indirectly, any McCORMICK MACHINES to parties outside of the above

1 named territory, or sell any machines to parties living in any other than the above named territory, except to the legitimate retail trade, and then only at the regular retail prices under penalty of forfeiture of all commissions to the agent in whose territory the purchasers reside; but in no case is the McCORMICK HARVESTING MACHINE COMPANY to be held liable for any trespass committed by one agent upon the rights of another, except as the said Company, at their option, may first collect the same from such other agent. * * *

2 The prices of our Harvesting Machinery this season are as follows:

Harvester & Binder, 5 ft.,	$140.00
" " " 6 "	145.00
" " " 7 "	150.00
Steel Mower, No. 4, 4 ft. 6 in. or 5 ft.,	50.00
Big 4 Mower, 6 ft.,	65.00
Little 4 Mower, 3 ft. 6 in.,	45.00
Daisy Single Reaper, 5 ft.,	85.00
Transport Trucks,	10.00
Swinging Carrier,	9.00

3 These are our very lowest prices, but when you sell Harvester with Carrier you may do so at an addition of $5.00 to above prices; but in that case commission on the Carriers will only be allowed at the same rates as on the Harvester. However, in certain cases where you would otherwise lose the sale to a good customer you may throw in the Carrier gratuitously. —But where no Carrier is taken the prices must not be less than above given. * * *

A discount of 10% will be allowed from above prices on all full cash sales except Carriers sold separate from Harvesters, which will be charged to your account at regular price with 4 33, 1-3 off as your commission and cash discount. * * *

For all of which said McCORMICK HARVESTING MACHINE COMPANY agree to pay said Agent a selling commission of 20 per cent. on all CASH received on sale of said Machines, and 18 per cent. upon all NOTES taken on sales of said Machines to GOOD AND RESPONSIBLE parties; but in no case shall commissions be paid to said Agent on bad or doubtful notes or accounts; said commissions to be reckoned on the prices of machines as may hereafter be fixed by the McCORMICK HARVESTING MACHINE COMPANY, or their General Agent; commissions shall only be paid on machines sold and settled for, and none shall be paid on ma-

chines returned, condemned, or on orders that are not filled; 1
commissions to be due and payable at the time account sales is rendered and settlement made, or any time within six months thereafter, at the option of said Company, or their authorized General Agent; and in case sales are made to parties who are discovered and adjudged by the said Company, or their authorized General Agent, to have been DOUBTFUL OR WORTHLESS AT THE TIME OF SALE, the notes taken for such sales shall be received by said Agent to apply on payment of his commissions due upon sales recognized and approved by said Company. * * *"
2

DEFENDANTS' EXHIBIT 99.

McCormick Harvesting Machine Company 1893 Commission Agency Contract.

"* * * SAID COMPANY hereby appoints said E. J. Webber as their sales agent under the limitations and restrictions hereinafter specified, for the sale of their harvesting machines, twine, binder trucks, bundle carriers, flax 3
dumps and repairs in the following described territory, to-wit: * * *

1st. To do all the business pertaining to selling the above named machines, twine, binder trucks, bundle carriers, flax dumps and repairs; to receive all goods shipped to him under this agreement; to pay freight on them from Chicago, and to keep them well housed and in good order during the entire season or until sold or re-shipped, free of taxes and all charges to said Company, and to be governed by the printed instructions on the back of this contract, and the instructions
of the McCORMICK HARVESTING MACHINE COM- 4
PANY and their GENERAL AGENT. * * *

6th. To sell all machines, twine, binder trucks, bundle carriers, flax dumps and repairs FOR SUCH PRICES AND ON SUCH TERMS ONLY as shall be prescribed by the said Company, or their General Agent in the territory above mentioned, and in case machines, twine, binder trucks, bundle carriers, flax dumps or repairs are sold at a less price or on different terms than so prescribed (except under written instructions from said Company or said General Agent), the loss in price shall be assumed by the said Agent and deducted from his commission, and the notes taken on other

1 time than that prescribed shall also be taken by the said Agent in payment of his commissions. * * *

IT IS FURTHER MUTUALLY AGREED that said McCORMICK HARVESTING MACHINE COMPANY shall at all times have exclusive and entire control over all orders, contracts, accounts, notes, moneys and assets or other property accruing and growing out of the sale of said machines, twine, binder trucks, bundle carriers, flax dumps, repairs or other property, whether for this or previous years, and may at any time annul and determine this and all prior contracts, and take possession of all orders, notes, accounts, moneys,
2 machines, twine, binder trucks, bundle carriers, flax dumps, repairs and any other property in the hands of said E. J. Webber by virtue hereof. * * *

Said Agent especially agree NOT TO ACCEPT AN AGENCY FOR OR BE INTERESTED IN THE SALE OF ANY OTHER HARVESTER OR BINDER, REAPING OR MOWING MACHINE, DIRECTLY OR INDIRECTLY, WHILE ACTING AS AGENT FOR THE McCORMICK HARVESTING MACHINE COMPANY UNDER THIS CONTRACT, except Plano of 1892. * * *

3 6th.—Not to sell, or offer for sale, directly or indirectly, any McCORMICK MACHINES to parties outside of the above named territory, or sell any machines to parties living in any other than the above named territory, except to the legitimate retail trade, and then only at the regular retail prices, under penalty of forfeiture of all commissions to the agent in whose territory the purchasers reside; but in no case is the McCORMICK HARVESTING MACHINE COMPANY to be held liable for any trespass committed by one agent upon the rights of another, except as the said Company, at their option, may first collect the same from such other agent.
4 * * *

The prices of our Harvesting Machinery this season are as follows:

Harvester & Binder, 5 ft.,	$140.00
" " " 6 "	145.00
" " " 7 "	150.00
Steel Mower, #4, 4 ft. 6 in. or 5 ft.,	50.00
Big 4 Mower, 6 ft.,	65.00
Daisy Single Reaper, 5 ft.,	85.00
Transport Trucks,	10.00
Swinging Carrier,	9.00

These are our very lowest prices. However, in certain

cases where you would otherwise lose the sale of a Binder to 1
a good customer you may throw in the Carrier gratuitously, but where no Carrier is taken the price must not be less than above given. * * *

A discount of 10% will be allowed from above prices on all full cash sales except Carriers, Transports and Flax Dumps sold separate from Harvesters, which will be charged to your account at regular price with 33⅓ off as your commission and cash discount. * * *

For all of which said McCORMICK HARVESTING MACHINE COMPANY agree to pay said Agent a selling commission of 20 per cent. on all CASH received on sale of said 2
Machines, and 18 per cent. upon all NOTES taken on sales of said Machines to GOOD AND RESPONSIBLE parties; but in no case shall commissions be paid to said Agent on bad or doubtful notes or accounts; said commissions to be reckoned on the prices of machines as may hereafter be fixed by the McCORMICK HARVESTING MACHINE COMPANY, or their General Agent; commissions shall only be paid on machines sold and settled for, and none shall be paid on machines returned condemned or on orders that are not filled; commissions to be due and payable at the time account sales is ren- 3
dered and settlement made, or any time within six months thereafter, at the option of said Company, or their authorized General Agent; and in case sales are made to parties who are discovered and adjudged by the said Company, or their authorized General Agent, to have been DOUBTFUL OR WORTHLESS AT THE TIME OF SALE, the notes taken for such sales shall be received by said Agent to apply on payment of his commissions due upon sale recognized and approved by said Company. * * *"

4

DEFENDANTS' EXHIBIT 100.

McCormick Harvesting Machine Company 1894 Commission Agency Contract.

"* * * SAID COMPANY hereby appoint said E. J. Webber as their sales agent under the limitations and restrictions hereinafter specified, for the sale of their harvesting machines, twine, binder trucks, bundle carriers, flax dumps and repairs in the following described territory, to-wit: * * *

1 1st. To do all the business pertaining to selling the above named machines, twine, binder trucks, bundle carriers, flax dumps and repairs, to receive all goods shipped to him under this agreement, to pay freight on them from Chicago and to keep them well housed and in good order during the entire season or until sold or re-shipped, free of taxes and all charges to said Company, and to be governed by the printed instructions on the back of this contract, and the instructions of the McCORMICK HARVESTING MACHINE COMPANY and their GENERAL AGENT. * * *

2 6th. To sell all machines, twine, binder trucks, bundle carriers, flax dumps and repairs FOR SUCH PRICES AND ON SUCH TERMS ONLY as shall be prescribed by the said Company, or their General Agent in the territory above mentioned, and in case machines, twine, binder trucks, bundle carriers, flax dumps or repairs are sold at a less price or on different terms than so prescribed (except under written instructions from said Company or said General Agent), the loss in price shall be assumed by the said Agent and deducted from his commission, and the notes taken on other time than that prescribed shall also be taken by the said

3 Agent in payment of his commissions. * * *

IT IS FURTHER MUTUALLY AGREED that said McCORMICK HARVESTING MACHINE COMPANY shall at all times have exclusive and entire control over all orders, contracts, accounts, notes, moneys and assets or other property accruing and growing out of the sale of said machine, twine, binder trucks, bundle carriers, flax dumps, repairs or other property, whether for this or previous years, and may at any time annul and determine this and all prior contracts, and take possession of all orders, notes, accounts, moneys, machines, twine, binder trucks, bundle carriers, flax dumps,

4 repairs and any other property in the hands of said E. J. Webber by virtue hereof. * * *

Said Agent especially agrees NOT TO ACCEPT AN AGENCY FOR OR BE INTERESTED IN THE SALE OF ANY OTHER HARVESTER OR BINDER, REAPING OR MOWING MACHINE, DIRECTLY OR INDIRECTLY, WHILE ACTING AS AGENT FOR THE McCORMICK HARVESTING MACHINE COMPANY UNDER THIS CONTRACT. * * *

6th.—Not to sell, or offer for sale, directly or indirectly, any McCORMICK MACHINES to parties outside of the above named territory, or sell any machines to parties living in any

other than the above named territory, except to the legitimate retail trade, and then only at the regular retail prices under penalty of forfeiture of all commissions to the agent in whose territory the purchasers reside; but in no case is the McCORMICK HARVESTING MACHINE COMPANY to be held liable for any trespass committed by one agent upon the rights of another, except as the said Company, at their option may first collect the same from such other agent. * * * 1

The prices of our Harvesting Machinery this season are as follows:

Harvester & Binder, 5 ft.,	$135.00
" " " 6 "	140.00
" " " 7 "	145.00
Steel Mower, #4, 4 ft. 6 in. or 5 ft.,	47.50
Big 4 Mower, 6 ft.,	60.00
Daisy Single Reaper 5 ft.,	85.00
Transport Trucks,	10.00
Swinging Carriers,	9.00

2

These are our very lowest prices. However, in certain cases where you would otherwise lose the sale of a Binder to a good customer you may throw in the Carrier gratuitously, but where no Carrier is taken the price must not be less than above given. * * * 3

A discount of 10% will be allowed on all full cash sales except Carriers, Transports and Flax Dumps sold separate from Harvesters which will be charged to your account at regular price with 33, 1/3 off as your commission and cash discount. * * *

For all of which said McCORMICK HARVESTING MACHINE COMPANY agree to pay said Agent a selling commission of 20 per cent. on all CASH received on sale of said Machines, and 18 per cent. upon all NOTES taken on sales of said Machines to GOOD AND RESPONSIBLE parties; but in no case shall commissions be paid to said Agent on bad or doubtful notes or accounts; said commissions to be reckoned on the prices of machines as may hereafter be fixed by the McCORMICK HARVESTING MACHINE COMPANY, or their General Agent; commissions shall only be paid on machines sold and settled for, and none shall be paid on machines returned, condemned, or on orders that are not filled; commissions to be due and payable at the time account sales is rendered and settlement made; or any time within six months thereafter, at the option of said Company, or their authorized 4

1 General Agent; and in case sales are made to parties who are discovered and adjudged by the said Company, or their authorized General Agent, to have been DOUBTFUL OR WORTHLESS AT THE TIME OF SALE, the notes taken for such sales shall be received by said Agent to apply on payment of his commissions due upon sales recognized and approved by said Company. * * *"

DEFENDANTS' EXHIBIT 101.

2

McCormick Harvesting Machine Company 1895 Commission Agency Contract.

"* * * SAID COMPANY hereby appoint said E. J. Webber as their sales agent under the limitations and restrictions hereinafter specified, for the sale of their harvesting machines, twine, binder trucks, bundle carriers, flax dumps and repairs in the following described territory, to-wit: * * *

1st. To do all the business pertaining to selling the above
3 named machines, twine, binder trucks, bundle carriers, flax dumps and repairs, to receive all goods shipped to him under this agreement, to pay freight on them from Chicago and to keep them well housed and in good order during the entire season or until sold or re-shipped, free of taxes and all charges to said Company, and to be governed by the printed instructions on the back of this contract, and the instructions of the McCORMICK HARVESTING MACHINE COMPANY and their GENERAL AGENT. * * *

6th. To sell all machines, twine, binder trucks, bundle carriers, flax dumps and repairs FOR SUCH PRICES AND ON
4 SUCH TERMS ONLY as shall be prescribed by the said Company, or their General Agent in the territory above mentioned, and in case machines, twine, binder trucks, bundle carriers, flax dumps or repairs are sold at a less price or on different terms than so prescribed (except under written instructions from said Company or said General Agent), the loss in price shall be assumed by the said Agent and deducted from his commission, and the notes taken on other time than that prescribed shall also be taken by the said Agent in payment of his commissions. * * *

IT IS FURTHER MUTUALLY AGREED that said McCORMICK HARVESTING MACHINE COMPANY shall at

all times have exclusive and entire control over all orders, 1
contracts, accounts, notes, moneys and assets or other property accruing and growing out of the sale of said machine, twine, binder trucks, bundle carriers, flax dumps, repairs or other property, whether for this or previous years, and may at any time annul and determine this and all prior contracts, and take possession of all orders, notes, accounts, moneys, machines, twine, binder trucks, bundle carriers, flax dumps, repairs and any other property in the hands of said E. J. Webber by virtue hereof. * * *

Said Agent especially agrees NOT TO ACCEPT AN
AGENCY FOR OR BE INTERESTED IN THE SALE OF 2
ANY OTHER HARVESTER OR BINDER, REAPING OR MOWING MACHINE, DIRECTLY OR INDIRECTLY, WHILE ACTING AS AGENT FOR THE McCORMICK HARVESTING MACHINE COMPANY UNDER THIS CONTRACT. * * *

6th.—Not to sell, or offer for sale, directly or indirectly, any McCORMICK MACHINES to parties outside of the above named territory, or sell any machines to parties living in any other than the above named territory, except to the legitimate retail trade, and then only at the regular retail prices 3
under penalty of forfeiture of all commissions to the agent in whose territory the purchasers reside; but in no case is the McCORMICK HARVESTING MACHINE COMPANY to be held liable for any trespass committed by one agent upon the rights of another, except as the said Company, at their option, may first collect the same from such other agent. * * *

The prices of our Harvesting Machinery this season are as follows:

Harvester & Binder, 5 ft. cut,	$130.00
" " " 6 ft. cut,	135.00 4
" " " 7 ft. cut,	140.00
#4 Mower, 4 ft. 6 in. or 5 ft. cut,	45.00
Big 4 Mower, 6 ft. or 7 ft. cut,	55.00
Daisy Reaper,	85.00
Transport Truck,	10.00
Swinging Carrier,	9.00
Flax Dump,	5.00

* * *

In case machines are sold at cash price all payable in the fall of 1895, the note must invariably be drawn at full price, payable not later than October 1, 1895, with interest as above,

1 and it may be inserted in the note that $10 will be discounted if paid at maturity, in case of a Binder sale, and 10% will be discounted if paid at maturity, in case of a Mower or Reaper sale. * * *

For all of which said McCORMICK HARVESTING MACHINE COMPANY agree to pay said Agent a selling commission of 20 per cent. on all CASH received on sale of said Machines, and 18 per cent. upon all NOTES taken on sales of said Machines to GOOD AND RESPONSIBLE parties; but in no case shall commissions be paid to said Agent on bad or doubtful notes or accounts; said commissions to be reckoned
2 on the prices of machines as may hereafter be fixed by the McCORMICK HARVESTING MACHINE COMPANY, or their General Agent; commissions shall only be paid on machines sold and settled for, and none shall be paid on machines returned, condemned, or on orders that are not filled; commissions to be due and payable at the time account sales is rendered and settlement made; or any time within six months thereafter, at the option of said Company, or their authorized General Agent; and in case sales are made to parties who are discovered and adjudged by the said Company, or their author-
3 ized General Agent, to have been DOUBTFUL OR WORTHLESS AT THE TIME OF SALE, the notes taken for such sales shall be received by said Agent to apply on payment of his commissions due upon sales recognized and approved by said Company. * * *"

DEFENDANTS' EXHIBIT 102.

McCormick Harvesting Machine Company 1896 Agency Contract.

4

"* * * SAID COMPANY hereby appoint said E. J. Webber, as their sales agent under the limitations and restrictions hereinafter specified, for the sale of their harvesting machines, twine, binder trucks, bundle carriers, flax dumps and repairs in the following described territory, to-wit. * * *

1st. To do all the business pertaining to selling the above named machines, twine, binder trucks, bundle carriers, flax dumps and repairs, to receive all goods shipped to him under this agreement, to pay freight on them from Chicago and to keep them well housed and in good order during the entire

season or until sold or re-shipped, free of taxes and all 1
charges to said Company, and to be governed by the printed instructions on the back of this contract, and the instructions of the McCORMICK HARVESTING MACHINE COMPANY and their GENERAL AGENT. * * *

6th. To sell all machines, twine, binder trucks, bundle carriers, flax dumps and repairs FOR SUCH PRICES AND ON SUCH TERMS ONLY as shall be prescribed by the said Company, or their general Agent in the territory above mentioned, and in case machines, twine, binder trucks, bundle carriers, flax dumps or repairs are sold at a less price or on
different terms than so prescribed (except under written in- 2
structions from said Company or said General Agent), the loss in price shall be assumed by the said Agent and deducted from his commission, and the notes taken on other time than that prescribed shall also be taken by the said Agent in payment of his commissions. * * *

IT IS FURTHER MUTUALLY AGREED that said McCORMICK HARVESTING MACHINE COMPANY shall at all times have exclusive and entire control over all orders, contracts, accounts, notes, moneys and assets or other property accruing and growing out of the sale of said machine,
twine, binder trucks, bundle carriers, flax dumps, repairs or 3
other property, whether for this or previous years, and may at any time annul and determine this and all prior contracts, and take possession of all orders, notes, accounts, moneys, machines, twine, binder trucks, bundle carriers, flax dumps, repairs and any other property in the hands of said E. J. Webber by virtue hereof. * * *

Said Agent especially agree NOT TO ACCEPT AN AGENCY FOR OR BE INTERESTED IN THE SALE OF ANY OTHER HARVESTER OR BINDER, REAPING OR
MOWING MACHINE, DIRECTLY OR INDIRECTLY, 4
WHILE ACTING AS AGENT FOR THE McCORMICK HARVESTING MACHINE COMPANY UNDER THIS CONTRACT. * * *

6th.—Not to sell, or offer for sale, directly or indirectly, any McCORMICK MACHINES to parties outside of the above named territory, or sell any machines to parties living in any other than the above named territory, except to the legitimate retail trade, and then only at the regular retail prices under penalty of forfeiture of all commissions to the agent in whose territory the purchasers reside, but in no case is the McCORMICK HARVESTING MACHINE COMPANY

1 to be held liable for any trespass committed by one agent upon the rights of another, except as the said Company, at their option, may first collect the same from such other agent. * * *

DEFENDANTS' EXHIBIT 103.

McCormick Harvesting Machine Company 1897 Commission Agency Contract.

2 "* * * Said Company hereby appoints said E. J. Webber, as its Selling Agent for the sale of its Harvesting Machinery, Twine and Repairs, in the following described territory, to-wit: * * *

1st. To do all the business pertaining to selling the above named machines, twine, and repairs, to receive all goods shipped to him under this agreement, pay freight on them from Chicago, and keep them well housed and in good order during the entire season, or until sold or reshipped, free from all charges to said Company; provided, that in case said Company shall remove or transfer any goods received under
3 this contract, said Selling Agent shall be entitled to actual freight paid on such goods, but to no other charges. * * *

To sell all machines at following prices and upon the following terms, to-wit: * * *

To sell and deliver all machines set up and used as samples or settle for same at above named prices. * * *

6th. Said Selling Agent especially agrees not to accept the agency for, or be interested in the sale of, any other binder, reaper or mower, directly or indirectly, while acting as Selling Agent for the McCORMICK HARVESTING MA-
4 CHINE COMPANY, under this contract. And also especially agrees not to sell or be interested in the sale of any twine for binding purposes, except that furnished by the McCORMICK HARVESTING MACHINE COMPANY. The price of twine to be fixed at a later date by a special twine order; and said Selling Agent agrees to pay cash for all twine received, on or before November 1st, 1897. * * *

8th. It is expressly agreed that if the McCORMICK HARVESTING MACHINE CO. find that E. J. Webber has sold or offered for sale, directly or indirectly, any machines, trucks, carriers or repairs at a less price or on longer terms than prescribed herein, that the said Selling Agent shall

forfeit all commissions and rights under this contract and all 1
claims for work performed. And the McCORMICK HARVESTING MACHINE COMPANY may at any time annul and determine this and all prior contracts, and take possession of all orders, notes, accounts, machines and other property in the hands of said Selling Agent. * * *

7th. For all of which the said McCORMICK HARVESTING MACHINE COMPANY agrees to allow said Selling Agent as commissions for sales of machines an amount equal to the difference between the prices at which machines are sold and the following net prices:

	Net Prices—Cash	Time 2
Binder with Carrier, 5 foot cut	$91	$ 98
Binder with Carrier, 6 foot cut	95	102
Binder with Carrier, 7 foot cut	99	106
No. 4 Mowers, 4½ or 5 foot cut	32	34
Big 4 Mowers, 5 foot cut	..	....
Big 4 Mowers, 6 or 7 foot cut	36	38

* * *"

DEFENDANTS' EXHIBIT 104.

McCormick Harvesting Machine Company 1898 Commission 3
Agency Contract.

"* * * Said Company hereby appoints said E. J. Webber as its Selling Agent for the sale of its Harvesting Machinery, Twine and Repairs, in the following described territory, to-wit: All that part of the country where the trade in Machinery, etc., is tributary to Fergus Falls, Minnesota during the season of 1898, and said Selling Agent agrees as follows:

1st. To do all the business pertaining to selling the above 4
named machines, twine, and repairs, to receive all goods shipped to him under this agreement, pay freight on them from Chicago, and keep them well housed and in good order during the entire season, or until sold or reshipped, free from all charges to said Company; provided, that in case said Company shall remove or transfer any goods received under this contract, said Selling Agent shall be entitled to actual freight paid on such goods, but to no other charges. * * *

To sell all machines at following prices and upon the following terms, to-wit: * * *

To sell and deliver all machines set up and used as samples or settle for same at above named prices. * * *

1 6th. Said Selling Agent especially agrees not to accept the agency for, or be interested in the sale of any other binder, reaper or mower, directly or indirectly, while acting as Selling Agent for the McCORMICK HARVESTING MACHINE COMPANY, under this contract. And also especially agrees not to sell or be interested in the sale of any twine for binding purposes, except that furnished by the McCORMICK HARVESTING MACHINE COMPANY. The price of twine to be fixed at a later date by a special twine order; and said Selling Agent agrees to pay cash for all twine received, on or before October 1st, 1898. * * *

2 8th. It is expressly agreed that if the McCORMICK HARVESTING MACHINE CO. find that E. J. Webber has sold or offered for sale, directly or indirectly, any machines, trucks, carriers or repairs at a less price or on longer terms than prescribed herein, that the said Selling Agent shall forfeit all commissions and rights under this contract and all claims for work performed. The McCORMICK HARVESTING MACHINE COMPANY may at any time annul and determine this and all prior contracts, and take possession of all orders, notes, accounts, machines and other prop-
3 erty in the hands of said Selling Agent without liability for damages. * * *

7th. For all of which the said McCORMICK HARVESTING MACHINE COMPANY agrees to allow said Selling Agent as commissions for sales of machines an amount equal to the difference between the prices at which machines are sold and the following net prices:

	Net Prices—Cash	Time
Binder with Carrier, 5 foot cut	$91	$ 98
Binder with Carrier, 6 foot cut	95	102
Binder with Carrier, 7 foot cut	99	106
4 New 4 Mowers, 4½ or 5 foot cut	32	34
Big 4 Mowers, 6 or 7 foot cut	36	38

* * *"

1

DEFENDANTS' EXHIBIT 105.

McCormick Harvesting Machine Company 1899 Commission Agency Contract.

"* * * Said Company hereby appoints said E. J. Webber as its Selling Agent for the sale of its Harvesting Machinery, Twine and Repairs, in the following described territory, to-wit: * * *

1st. To do all the business pretaining to selling the above named machines, twine and repairs, to receive all goods 2
shipped to him under this agreement, pay freight on them from Chicago, and keep them well housed and in good order during the entire season, or until sold or reshipped, free from all charges to said Company: provided, that in case said Company shall remove or transfer any goods received under this contract, said Selling Agent shall be entitled to actual freight paid on such goods, but to no other charges. * * *

To sell all machines at following prices and upon the following terms, to-wit: * * *

To sell and deliver all machines set up and used as samples 3
or settle for same at above named prices. * * *

6th. Said Selling Agent especially agrees not to accept the agency for, or be interested in the sale of, any other binder, reaper or mower, directly or indirectly, while acting as Selling Agent for the McCORMICK HARVESTING MACHINE COMPANY, under this contract. And also especially agrees not to sell or be interested in the sale of any twine for binding purposes, except that furnished by the McCORMICK HARVESTING MACHINE COMPANY. The price of twine to be fixed at a later date by a special twine order; and said
Selling Agent agrees to pay cash for all twine received, on 4
or before October 1st, 1899. * * *

8th. It is expressly agreed that if the McCORMICK HARVESTING MACHINE CO. find that E. J. Webber has sold or offered for sale, directly or indirectly, any machines, trucks, carriers or repairs at a less price or on longer terms than perscribed herein, that the said Selling Agent shall forfeit all commissions and rights under this contract and all claims for work performed. The McCORMICK HARVESTING MACHINE COMPANY may at any time annul and determine this and all prior contracts, and take possession of all orders, notes, accounts, machines and other property in

1 the hands of said Selling Agent without liability for damages. * * *

7th. For all of which the said McCORMICK HARVESTING MACHINE COMPANY agrees to allow said Selling Agent as commissions for sales of machines an amount equal to the difference between the prices at which machines are sold and the following net prices:

	Net Prices—Cash	Time
Binder with Carrier, 5 foot cut	$91.00	$ 98.00
Binder with Carrier, 6 foot cut	95.	102.
Binder with Carrier, 7 foot cut	99.	106.
2 New 4 Mowers, 4½ or 5 foot cut	32.	34.
Vertical Lift Mower 4½ or 5 ft. cut	33.	35.
Big 4 Mowers, 6 or 7 foot cut	36.	38.

* * *"

DEFENDANTS' EXHIBIT 106.

McCormick Harvesting Machine Company 1900 Commission Agency Contract.

3 "* * * Said Company hereby appoints said E. J. Webber as its Selling Agent for the sale of its Harvesting Machinery, Twine and Repairs, in the following described territory, to-wit: * * *

1st. To do all the business pretaining to selling the above named machines, twine and repairs, to receive all goods shipped to him under this agreement, pay freight on them from Chicago, and keep them well housed and in good order during the entire season, or until sold or reshipped, free from all charges to said Company: provided, that in case said Company shall remove or transfer any goods received under
4 this contract, said Selling Agent shall be entitled to actual freight paid on such goods, but to no other charges. * * *

To sell all machines at following prices and upon the following terms, to-wit: * * *

To sell and deliver all machines set up and used as samples or settle for same at above named prices. * * *

6th. Said Selling Agent especially agrees not to accept the agency for, or be interested in the sale of, any other binder, reaper or mower, directly or indirectly, while acting as Selling Agent for the McCORMICK HARVESTING MACHINE COMPANY, under this contract. And also especially agree not to sell or be interested in the sale of any

twine for binding purposes, except that furnished by the McCORMICK HARVESTING MACHINE COMPANY. The price of twine to be fixed at a later date by a special twine order; and said Selling Agent agree to pay cash for all twine received, on or before October 1st, 1900. * * * 1

8th. It is expressly agreed that if the McCORMICK HARVESTING MACHINE CO. find that E. J. Webber has sold or offered for sale, directly or indirectly, any machines, trucks, carriers or repairs at a less price or on longer terms than prescribed herein, that the said Selling Agent shall forfeit all commissions and rights under this contract and all claims for work performed. The McCORMICK HARVESTING MACHINE COMPANY may at any time annul and determine this and all prior contracts, and take possession of all orders, notes, accounts, machines and other property in the hands of said Selling Agent without liability for damages. * * * 2

7th. For all of which the said McCORMICK HARVESTING MACHINE COMPANY agrees to allow said Selling Agent as commissions for sales of machines an amount equal to the difference between the prices at which machines are sold and the following net prices: 3

	Net Prices—Cash	Time
Binder with Carrier, 5 foot cut	$96.00	$103.
Binder with Carrier, 6 foot cut	100.	107.
Binder with Carrier, 7 foot cut	104.	111.
New 4 Mowers, 4½ or 5 ft. cut	34.	36.
Vertical Lift Mower 4½ or 5 ft. cut	35.	37.
Big 4 Mowers, 6 or 7 foot cut	38.	40.

* * *"

DEFENDANTS' EXHIBIT 107.

4

McCormick Harvesting Machine Company 1901 Commission Agency Contract.

"* * * Said COMPANY hereby appoints said E. J. Webber its SALES AGENT under the limitations and restrictions herein specified for the sale of its harvesting and mowing machines, shredders, rakes, sickle grinders, binder twine, attachments and repairs, in the following described territory, to wit: * * *

1st. To receive all goods shipped under this agreement; to pay freight on the same from Minneapolis; keep the same well

1 housed and in good condition, and to make good any damage resulting from the improper handling or storage of same until sold or reshipped; to insure same in the name of and for the benefit of McCORMICK HARVESTING MACHINE COMPANY and guarantee said COMPANY against any loss by fire; to keep the same free from all charge and expense to said COMPANY, including all taxes which may be assessed on goods carried over in said AGENT'S possession from the preceding year; to diligently and thoroughly canvass said territory, and in all reasonable and proper ways promote the trade and interests of said COMPANY, and do all business pertain-
2 ing to the sale of said machines, attachments, hay rakes, sickle grinders, twine and repairs; and to be governed by the printed instructions on the back of this contract. * * *

5th. To sell all machines or property received under this contract for not less than the retail prices named herein, on such terms as shall be fixed in writing by said COMPANY or its General Agent, and to sell all goods or property the prices for which are not named herein, at such prices and on such terms as shall be fixed in writing by said COMPANY or its General Agent, in the territory herein mentioned. * * *

3 21st. IT IS MUTUALLY AGREED, that said COMPANY shall at all times have exclusive and entire control over all machines and attachments and all orders, contracts, accounts, notes, moneys or other property accruing and growing out of the sale of said machines, attachments, hay rakes, twine, repairs or other property, whether for this or previous years, and may at any time, without notice, annul and determine this and all prior contracts, and take possession of all orders, notes, accounts, moneys, machines, attachments, hay rakes, twine, and any other property in the possession or under the control of said AGENT by virtue hereof; and said AGENT hereby
4 waives all right of action for damages because of such cancellation of contract and termination of agency. * * *

23rd. Said AGENT especially agrees not to accept the agency for or be interested in the sale of any harvester and binder, husker and shredder, reaper, mower, hay rake, or sickle grinder, other than McCORMICK, either directly or indirectly, nor to permit anyone acting for him as employe, agent or partner so to do while acting as agent for said McCORMICK HARVESTING MACHINE COMPANY under this contract, under penalty of forfeiture of all commissions earned under this contract; and said AGENT agrees to pay said COMPANY, on demand, as liquidated damages,

twenty-five dollars for each machine sold in violation of this 1
paragraph of this contract. * * *

10th.—You must not, directly or indirectly, sell or offer for sale any McCORMICK machines to parties outside of the within named territory, or sell any machines to parties living in any other than the within named territory, except to legitimate retail trade, and then only at the regular retail prices, under penalty of forfeiture of all commissions to the agent in whose territory the purchaser resides; but in no case is the McCORMICK HARVESTING MACHINE COMPANY to be liable for any trespass by one agent upon the rights of another
except as said COMPANY, at its option, may first collect the 2
same from said other agent. * * *

10th. Said McCORMICK HARVESTING MACHINE COMPANY, agrees to pay said AGENT as commission on machines and attachments sold, an amount equal to the difference between the total proceeds received from sales of said machines and attachments (as shall be shown by account sales), and what said machines and attachments amount to at the following net prices:

	Net Cash Prices.	Net Time Prices.	3
Grain Binder, 5 ft., with Carrier.....	@ $ 96	$103	
Grain Binder, 6 ft., with Carrier.....	@ $100	$107	
Grain Binder, 7 ft., with Carrier.....	@ $104	$111	
Transport Truck.....	@ $ 6	$ 6	
Corn Harvester, with Carrier.....	@ $100	$107	
Husker and Shredder.....	@ $165	$175	
Little 4 Mower.....	@ $ 31	$ 33	
New 4 Mower, 4½ ft.....	@ $ 35	$ 37	
New 4 Mower, 5 ft.....	@ $ 35	$ 37	
Vertical Lift Mower, 4½ ft.....	@ $ 36	$ 38	4
Vertical Lift Mower, 5 ft.....	@ $ 36	$ 38	
New Big 4 Mower, 6 ft.....	@ $ 38	$ 40	
New Big 4 Mower, 7 ft.....	@ $ "	$ "	

* * *

1 DEFENDANTS' EXHIBIT 108.

McCormick Commission Agency Contract for 1902.

THE McCORMICK HARVESTING MACHINE COMPANY, a duly organized corporation of Illinois, of the City of Chicago, County of Cook and State of Illinois, hereinafter designated "COMPANY", and E. J. WEBBER, of Fergus Falls, in the County of Otter Tail and State of Minnesota, hereinafter designated "AGENT", agree and contract this fifteenth day of November, A. D. 1901, as follows:

2 Said COMPANY hereby appoints said E. J. WEBBER its SALES AGENT under the limitations and restrictions herein specified for the sale of its harvesting and mowing machines, shredders, hay rakes, sickle grinders, binder twine, attachments and repairs, in the following described territory, to-wit:

Fergus Falls and the Trade tributary thereto including Elizabeth, during the season of A. D. 1902.

Said AGENT accepts such agency and in consideration thereof and for the commission herein agreed to be paid, ex-
3 pressly agrees as follows:

1st. To receive all goods shipped under this agreement, to pay freight on the same from Chicago; keep the same well housed and in good condition, and to make good any damage resulting from the improper handling or storage of same until sold or reshipped; to keep the same free from all charge and expense to said COMPANY, including all taxes which may be assessed on goods carried over in said AGENT'S possession from the preceding year; to diligently and thoroughly canvass said territory, and in all reasonable and proper ways promote the trade and interests of said COMPANY, and do all business
4 pertaining to the sale of said machines, attachments, hay rakes, sickle grinders, twine and repairs; and to be governed by the printed instructions on the back of this contract.

2nd. To collect from the purchaser the freight on all goods sold or assume the loss of same, and in no case to charge said COMPANY with any sum or sums for freight, handling, storage or other expenses, except provided that in case said COMPANY shall remove or transfer any goods received under this contract, said AGENT shall be entitled to the actual freight paid when the goods were received; said AGENT shall send promptly at the time of shipment to Wm. Westerman, General Agent at St. Cloud, Minn., a duplicate shipping receipt for each shipment made.

3rd. To deliver, set up and fairly start every machine sold, 1
and to instruct the purchaser how to adjust it to work in different kinds and conditions of grain and grass. To pay all livery expenses that may be incurred by experts or canvassers furnished by said COMPANY while assisting said AGENT.

4th. To sell to good and responsible parties only, and to draw all notes, taken on sales, payable to the order of McCORMICK HARVESTING MACHINE COMPANY, upon blanks furnished by the said COMPANY for that purpose; said notes to bear not less than 7 per cent. interest per annum from date until due and 7 per cent. interest per annum after maturity until paid. 2

Notes taken by said AGENT on any other terms than those prescribed by said COMPANY shall, at the COMPANY'S option, be applied in payment of said AGENT'S commission.

5th. To sell all machines or property received under this contract for not less than the retail prices named herein, on such terms as shall be fixed in writing by said COMPANY or its General Agent, and to sell all goods or property the prices for which are not named herein, at such prices and on such terms as shall be fixed in writing by said COMPANY or its General Agent, in the territory herein mentioned. 3

	Retail Cash Prices.		Retail Time Prices.
Grain Binder, 5 ft., with Carrier	$115.00		$120.00
Grain Binder, 6 ft., with Carrier	120.00		125.00
Grain Binder, 7 ft., with Carrier	125.00		130.00
Transport Truck, with Binder	5.00		5.00
Corn Harvester, with Carrier	120.00		125.00
Husker and Shredder	190.00		200.00
Little 4 Mower	38.00		40.00
New 4 Mower, 4½ ft.	40.00		42.00
New 4 Mower, 5 ft.	40.00		42.00 4
Vertical Lift Mower, 4½ ft.	42.00		44.00
Vertical Lift Mower, 5 ft.	42.00		44.00
New Big 4 Mower, 6 ft.	45.00		47.00
New Big 4 Mower, 7 ft.	45.00		47.00
Daisy Reaper, 5 ft.	65.00		70.00
Header, 12 ft.	165.00		180.00
Header, 14 ft.	175.00		190.00
Reaping Attachment for Mower	15.00	(Attach-	
Truck, sold without Binder	9.00	(ments	
Bundle Carrier sold without Binder	9.00	(sold only	
Flax Attachment	5.00	(for cash.	

1 6th. To settle with the purchaser for each machine or other article sold, either by cash or note, AT THE TIME OF DELIVERY, and in case said AGENT shall deliver any machine or other property for use in the field, or permit the use of any machine before it is fully settled for by cash or note, said AGENT shall account for and pay to said COMPANY on demand the full price of said machine, together with interest thereon from October first next, and also all costs and expenses incurred on account of said machine, and without any claim for commissions from, or under any warranty by said COMPANY.

2 7th. To neither use nor give in any event any other or different warranty on any machines than the regular warranty which is incorporated in machine order blanks furnished by said COMPANY.

8th. To order all attachments and repairs for McCORMICK HARVESTING MACHINE COMPANY'S machines from said COMPANY, or its General Agent, and provide suitable storage therefor; and to sell the same for cash only, and to remit the proceeds to said COMPANY or its General Agent; and to handle none of said articles obtained from any other source
3 without the permission in writing of said COMPANY or its General Agent, under penalty of forfeiture of all commissions earned upon the sale of any of the articles mentioned in this clause of this contract.

9th. To furnish said COMPANY, or its General Agent, whenever called upon, a full and detailed account of all sales made under this contract, on such blank forms as shall be furnished by said COMPANY, or its General Agent for that purpose, and to make a full and complete settlement whenever called upon by said COMPANY, or its General Agent.

10th. Said McCORMICK HARVESTING MACHINE COM-
4 PANY, agrees to pay said AGENT as commission on machines and attachments sold, an amount equal to the difference between the total proceeds received from sales of said machines and attachments (as shall be shown by account sales), and what said machines and attachments amount to at the following net prices:

1

	Net Cash Prices		Net Time Prices
Grain Binder, 5 ft., with Carrier	$ 90.00		$ 95.00
Grain Binder, 6 ft., with Carrier	95.00		100.00
Grain Binder, 7 ft., with Carrier	100.00		105.00
Transport Truck with Binder	5.00		5.00
Corn Harvester, with Carrier	95.00		100.00
Husker and Shredder	165.00		175.00
Little 4 Mower	31.00		33.00
New 4 Mower, 4½ ft.	33.00		35.00
New 4 Mower, 5 ft.	33.00		35.00
Vertical Lift Mower, 4½ ft.	34.00		36.00
Vertical Lift Mower, 5 ft.	34.00		36.00
New Big 4 Mower, 6 ft.	37.00		39.00
New Big 4 Mower, 7 ft.	37.00		39.00
Daisy Reaper, 5 ft.	55.00		60.00
Header, 12 ft.	135.00		150.00
Header, 14 ft.	145.00		160.00
Reaping Attachment for Mower	10.00	(Attach-	
Truck, sold without Binder	5.00	(ments	
Bundle Carrier, sold without Binder	5.00	(sold only	
Flax Attachment	3.00	(for cash.	

2

3

11th. All sales of machines on which the McCORMICK HARVESTING MACHINE COMPANY receives all cash on or before Nov. 1st, 1902, will be accepted as cash sales, and all machines that are not settled for in full with cash on or before Nov. 1st, 1902, will be settled for at time prices.

12th. No commissions will be paid on attachments sold or furnished gratis with machines.

4

13th. Commissions shall only be paid on machines sold and settled for, and none shall be paid on machines returned, condemned, or on orders not filled; and in case sales are made to parties, who are discovered or adjudged by said COMPANY, or its General Agent, to have been doubtful or worthless at the time of sale, the notes taken for such sales shall be received by said AGENT to apply on payment of commissions due upon sales recognized and approved by said COMPANY; and if the machine account at time of settlement is overpaid by notes, such surplus notes shall be received by said AGENT as payment in full or in part of commissions due. Commissions are to become due and payable at the time account of sales is

1 rendered and settlement made, or at any time within six months thereafter, at the option of said COMPANY, or its General Agent.

14th. IT IS FURTHER AGREED, in case said McCORMICK HARVESTING MACHINE COMPANY, or its General Agent, shall within three months from time of settlement find that any note, or notes, taken and passed upon at settlement were doubtful or worthless at the time of sale, then said AGENT shall take said note, or notes, and replace them with cash or notes secured by good and responsible parties acceptable to said COMPANY or its General Agent.

2 15th. The prices and terms governing the sale of twine shall be determined in and by a separate twine contract.

16th. Said AGENT shall receive as commission on sales of repairs 25 per cent. of the list price thereof, as fixed by said COMPANY'S price list of repairs for the current year.

17th. IT IS FURTHER EXPRESSLY AGREED, that said AGENT is to receive in the capacity of AGENT of said COMPANY and not otherwise, all goods shipped under this contract and all moneys, property or other securities taken in payment for machines, attachments, hay rakes, twine, repairs or other property sold by said AGENT for said COMPANY.

3 18th. Said AGENT further agrees not to retain, on account of commissions or any other claim against said COMPANY, any moneys, notes or other property received from the sales of any articles hereunder or from collections on notes or accounts, but to promptly remit all moneys, notes or other property to said COMPANY, or its General Agent, leaving commissions and all other claims to be adjusted at settlement.

19th. The said AGENT further agrees, to (at the option of said COMPANY), at the time of settlement, pay for all machines set up and used as samples, not theretofore sold and 4 accounted for hereunder, and in no event to re-ship a sample machine to any other agency.

20th. Said AGENT is strictly forbidden to take any part from any machine for the purpose of supplying customers with repairs, and in case any such part shall be taken said AGENT agrees to pay for said machine, as though the same had been sold.

21st. IT IS MUTUALLY AGREED, that said COMPANY shall at all times have exclusive and entire control over all machines and attachments and all orders, contracts, accounts, notes, moneys or other property accruing and growing out of the sale of said machines, attachments, hay rakes, twine, re-

pairs or other property, whether for this or previous years, 1
and may at any time, without notice, annul and determine this and all prior contracts, and take possession of all orders, notes, accounts, moneys, machines, attachments, hay rakes, twine, and any other property in the possession or under the control of said AGENT by virtue hereof; and said AGENT hereby waives all right of action for damages because of such cancellation of contract and termination of agency.

22nd. Said COMPANY agrees to use its best effort to complete and ship all machines ordered, and to supply all attachments, hay rakes, twine and repairs ordered, so long as its stock shall last, but shall not be held responsible to said 2
AGENT for any damage in case the demand for either machines, attachments, hay rakes, twine or repairs shall exceed the supply, whether growing out of interruptions by fire or other elements, riot, labor disturbances, delay in transportation or any other cause whatsoever.

23rd. Said AGENT especially agrees not to accept the agency for or be interested in the sale of any harvester and binder, husker and shredder, reaper, mower, hay rake, or sickle grinder, other than McCORMICK, either directly or indirectly, nor to permit anyone acting for him as employe, agent or partner so to do while acting as 3
agent for said McCORMICK HARVESTING MACHINE COMPANY under this contract, under penalty of forfeiture of all commissions earned under this contract; and said AGENT agrees to pay said COMPANY, on demand, as liquidated damages, twenty-five dollars for each machine sold in violation of this paragraph of this contract.

24th. Said AGENT hereby represents that he is solvent and responsible, and this contract is entered into by said COMPANY upon the faith of such representations.

25th. It is further agreed that this contract shall not be 4
changed in any of its terms, conditions or provisions, in any manner, without the written consent of said COMPANY or its General Agent, and that the printed instructions upon the back of this contract are a part of the conditions hereof.

This contract is executed in triplicate, Wm. Westerman, General Agent signing the same for and in the name of said McCORMICK HARVESTING MACHINE COMPANY.

McCormick Harvesting Machine Company (seal)
By Wm. Westerman
General Agent.

E. J. Webber (seal)

1 (On back of contract)

SECURITY BOND.

In consideration of one dollar paid to me by McCORMICK HARVESTING MACHINE COMPANY, the receipt of which is hereby acknowledged, and in further consideration of establishing the within named agency by said COMPANY, I hereby guarantee the prompt fulfillment of the within contract in all its terms, provisions and conditions, and the payment of all obligations and damages arising under the same.

2 Dated this ..... day of ....., A. D. 190.....

.....(SEAL)

.....(SEAL)

.....(SEAL)

INSTRUCTIONS.

The Following Instructions to Agents are Made a Part of the Within Contract.

1st.—We furnish you a reasonable amount of printed matter free of charge, delivered at the express office at St. Cloud,
3 Minn., you to pay express charges on the same. We will not pay for newspaper or other advertisements unauthorized by us; neither will we pay for any printing of any kind whatever, except that furnished by us from our office.

2nd.—We will not pay any charges for telegraphing, except for answers to messages sent by us, or unless it be in reference to parts short on machines shipped by us, or a similar case in which we are entirely at fault; and in such cases dispatches may be sent to us C. O. D.

3rd.—Our canvassers, if sent to assist you, are not invested with authority to change prices or terms, consequently at time
4 of settlement, we shall consider their acts, so far as matters affecting your contract with us, as having been done by your direction and approval.

4th.—You must give every purchaser one of our printed warranties with each machine you sell.

5th.—Should any part of machines shipped you prove defective from flaws, poor material, or bad workmanship, said defective parts may be charged back to us; but in all such cases the broken or defective parts must be exhibited at settlement to the authorized agent of said COMPANY. A complete list of all parts given free must be kept on blanks furnished by us for that purpose; this list at settlement to be subject to the

approval of the General Agent of this COMPANY, and only 1
such parts will be allowed as are approved.

6th.—We do not agree to furnish repairs after the first season, and then only such parts as are needed to replace those that have proved to be defective.

7th.—Knives, Sickles, Sections, Canvases, Reel-Boards, Reel-Arms, Neck-Yokes, Single-Trees and Tongues are not warranted, as they are always liable to be broken or damaged by improper usage, and MUST NEVER BE GIVEN FREE.

8th.—You must sell all extras at current list prices, and for cash only, and in no case to charge the purchaser more than
the list price unless the part or parts are ordered by express 2
especially for him.

9th.—You must not manufacture or purchase, keep in stock or offer for sale, knives, sickles, sections, or other parts manufactured and furnished for the McCORMICK machines by any other party than the said COMPANY.

10th.—You must not, directly or indirectly, sell or offer for sale any McCORMICK machines to parties outside of the within named territory, or sell any machines to parties living in any other than the within named territory, except to legitimate retail trade, and then only at the regular retail prices,
under penalty of forfeiture of all commissions to the agent 3
in whose territory the purchaser resides; but in no case is the McCORMICK HARVESTING MACHINE COMPANY to be liable for any trespass by one agent upon the rights of another except as said COMPANY, at its option, may first collect the same from said other agent.

11th.—You must not exhibit or furnish any McCORMICK machines for exhibition, at any Fair, without the written consent of said COMPANY or their General Agent.

12th.—All men in our employ are furnished money sufficient
to defray their expenses, and we will not be responsible for 4
any money you may advance or pay to them.

McCormick Harvesting Machine Company.

Defendants' Exhibit 109—1903 Commission agency contract between the I. H. Co. of A. and E. J. Webber for McCormick machines. It is identical in form to Petitioner's Exhibit 205 (Vol. I, p. 261). A price list is attached.

Defendants' Exhibit 110—A commission agency contract for 1904 between the I. H. Co. of A. and E. J. Webber. It is similar in form to Defendants' Exhibit 109. A price list is attached.

1

DEFENDANTS' EXHIBIT 111.

I. H. Co. of A. Commission Agency Contract for 1905.

International Harvester Company of America, a corporation having offices in Chicago, Illinois, hereinafter designated "Company," and E. J. Webber Co. of Fergus Falls in the County of Otter Tail and State of Minn. hereinafter designated "Agent," agree and contract this 17th day of May A. D. 1905, as follows:

2 Said Company hereby appoints said E. J. Webber Co. its Sales Agent under the limitations and restrictions herein specified for the sale of its McCormick line of grain, corn, and grass harvesting machinery, more particularly enumerated in schedule referred to in Article 10th of this contract, together with repairs for same, in the following described territory, to-wit: Fergus Falls and trade tributary thereto and no other, during the season ending December 31st, 1905.

Said Agent accepts such agency and in consideration thereof and for the commission herein agreed to be paid, expressly agrees as follows:

3 1st. To receive all goods shipped under this agreement, to pay freight on the same from Chicago; keep the same well housed and in good condition, and to make good any damage resulting from the improper handling or storage of same until sold or reshipped; to keep the same free from all charge and expense to said Company, including all taxes which may be assessed on such goods carried over in said Agent's possession from the preceding year. To collect from the purchaser the freight on all goods sold or assume the loss of same, and in no case to charge said Company with any sum

4 or sums for freight, handling, storage or other expenses, except provided that in case said Company shall remove or transfer any goods received under this contract, said Agent shall be entitled to the actual freight paid when the goods were received; said Agent shall send promptly at the time of shipment to International Harvester Company of America, at Wahpeton, N. D., a duplicate shipping receipt for each shipment made.

2d. To diligently and thoroughly canvass said territory, and in all reasonable and proper ways promote the trade and interests of said Company, and do all business pertaining to the sale of said machines, attachments and repairs; and

to be governed by the printed instructions on the back of this 1
contract which are hereby made a part of the conditions hereof.

3d. To deliver, set up and fairly start every machine sold, and to instruct the purchaser how to adjust it to work in different kinds and conditions of crops. To pay all livery expenses that may be incurred by experts or canvassers furnished by said Company while assisting said Agent.

4th. To sell to good and responsible parties only, and to draw all notes, taken on sales, payable to the order of International Harvester Company of America, upon blanks fur-
nished by said Company for that purpose; said notes to bear 2
interest at the rate prescribed in said schedule of prices and terms. Notes taken by said Agent on any other terms than those prescribed by said Company shall, at the Company's option, be applied in payment of said Agent's commission.

5th. To sell all machines or property received under this contract at such prices and on such terms as may be fixed in writing by said Company or its General Agent, in the territory herein mentioned.

6th. To settle with the purchaser for each machine or
other article sold hereunder, either by cash or note, At The 3
Time Of Delivery, and in case said Agent shall deliver any machine or other property mentioned herein for use in the field, or permit the use of any thereof before it is fully settled for by cash or good and collectible note, said Agent shall account for and pay to said Company on demand the full price of the same, together with interest thereon from October 1st, 1905, and also all costs and expenses incurred on account of same, and without any claim for commissions from, or under any warranty by said Company.

7th. To take a signed order from each purchaser, on
blanks furnished by said Company, and to use or give no 4
warranty on any such machines other than the regular warranty which is incorporated in machine order blanks for goods furnished by said Company.

8th. To order all attachments and repairs for these machines from said Company, or its said General Agent, and provide suitable storage therefor; and to sell the same for cash only, and to remit the proceeds to said Company or its said General Agent. Inasmuch as the reputation of the Company's machines is injured by the use of ill-fitting parts made of poor material, by persons not interested in the manufac-

1 ture of machines, said Agent agrees to handle none of such repair parts, but agrees to obtain all repair parts for use on the Company's machines from said Company.

9th. To furnish said Company, or its said General Agent, whenever called upon, a full and detailed account of all sales made under this contract, on such blank forms as shall be furnished by said Company, or its said General Agent for that purpose, and to make a full and complete settlement whenever called upon by said Company, or its said General Agent.

2 10th. Said Company agrees to pay said Agent as commission on machines and attachments sold, an amount equal to the excess in the total proceeds received from sales of said machines and attachments (as shall be shown by account sales), over and above what said machines and attachments amount to at the net prices named to Agent in separate schedule of net prices and terms, issued or to be issued by said Company for the season of 1905 under this contract.

11th. All sales of machines on which said Company receives all cash on or before the dates mentioned in said schedule of prices and terms will be accepted as cash sales, and 3 all machines that are not settled for in full with cash on or before said dates will be settled for at time prices.

12th. No commissions will be paid on attachments sold or furnished gratis with machines.

13th. Commissions shall only be paid on machines sold and settled for, and none shall be paid on machines returned, condemned, or on orders not filled; and in case sales are made to parties who are discovered or adjudged by said Company, or its said General Agent, to have been doubtful or worthless at the time of sale, the notes taken for such sales shall be re- 4 ceived by said Agent to apply on payment of commissions due upon sales recognized and approved by said Company; and if the machine account at time of settlement is overpaid by notes, such surplus notes shall be received by said Agent as payment in full or in part of commissions due.

14th. Notes given in accordance with the terms of this contract by purchasers of machines, which are found to be good and collectible, shall be accepted at the time of settlement. Notes not in accordance with the terms of this contract shall be replaced by said Agent, upon demand, with cash or other notes acceptable to said Company.

15th. Said Company reserves the right to hold as col-

lateral security for the payment of said Agent's indebtedness 1
to said Company any purchasers' notes received by said Agent on account of sales of said Company's property, offered by said Agent in settlement but not finally accepted by said Company.

16th. Said Agent shall receive as commission on sales of repairs twenty-five per cent. of the list price thereof, as fixed by said Company's price list of repairs for these machines for the current year, and said Agent agrees to pay freight or express on same from General Agency or transfer point.

17th. It is further expressly agreed, that said Agent is 2
to receive in the capacity of Agent of said Company and not otherwise, all goods shipped under this contract, and all moneys, property or other securities taken in payment for machines, attachments and repairs, or other property sold by said Agent for said Company.

18th. Said Agent further agrees under this contract not to retain, on account of commission or any other claim against said Company, any moneys, notes, or other property received from the sales of any articles hereunder or from collections on notes or accounts, but to promptly remit all 3
moneys, notes or other property to said Company, or its said General Agent, leaving commissions and all other claims to be adjusted at settlement.

19th. Said Agent is strictly forbidden to take any part from any machine for the purpose of supplying customers with repairs.

20th. It is mutually agreed, that said Company shall at all times have exclusive and entire control over all machines and attachments and all orders, contracts, accounts, notes, moneys or other property accruing and growing out of the sale of said 4
machines, attachments, stackers, sweep rakes, hay rakes, hay tedders, twine, repairs or other property, whether for this or previous years, and may at any time, when it considers its interests are neglected or jeopardized, without notice, annul and terminate this and all prior contracts, and take possession of all orders, notes, accounts, moneys, machines, attachments, stackers, sweep rakes, hay rakes, hay tedders, twine, and any other property in the possession or under the control of said Agent by virtue thereof; and said Agent hereby waives all right of action for damages because of such cancellation of contract and termination of agency.

1 21st. Said Company agrees to use its best effort to complete and ship all machines ordered, and to supply all attachments and repairs ordered under this contract so long as its stock shall last, but shall not be held responsible to said Agent for any damage in case the demand for either of said machines, attachments or repairs shall exceed the supply, whether growing out of interruptions by fire or other elements, riot, labor disturbances, delay in transportation or any other cause whatsoever.

22d. Said Agent especially agrees not to accept the agency for or to be interested in the sale of any grain binder, header,
2 corn binder, husker and shredder, reaper, mower, stacker, sweep rake, hay rake, or hay tedder, other than those manufactured by the International Harvester Company, either directly or indirectly, nor to permit anyone acting for him as employe, agent or partner, so to do while acting as Agent for the said Company under this contract, and said Agent agrees to pay said Company, on demand as liquidated damages, twenty-five dollars for each grain binder, header or corn binder; fifty dollars for each husker and shredder; ten dollars for each mower, reaper or stacker; five dollars for each sweep
3 rake, hay rake or hay tedder sold in violation of this paragraph of this contract.

23d. Said Agent hereby represents that he is solvent and responsible, and this contract is entered into by said Company upon the faith of such representation.

24th. It is further agreed, that this contract shall, in no case, be valid and binding upon said Company, of the first part, until the same shall have been approved by the General Agent, and also that it cannot be subsequently changed, in any of its provisions, in any manner, either verbally or otherwise, by any person, without the written approval of the
4 said General Agent.

International Harvester Company of America, (Seal)
By E. A. Morgan,
Traveling Agent.

Emma M. Webber, (Seal)
Special Administratrix of the Estate of Edward J. Webber, Deceased.

Approved at Wahpeton, N. D., May 18, 1905.
International Harvester Company of America.
By E. J. Buholz,
General Agent.

1

INSTRUCTIONS.

The following instructions to agents are made a part of the within contract:

1st. We furnish you a reasonable amount of printed matter free of charge, delivered at the express office at Chicago, you to pay express charges on the same. We will not pay for newspaper or other advertisements unauthorized by us; neither will we pay for any printing of any kind whatever, except that furnished by us from our office.

2d. We will not pay any charges for telegraphing, except 2
for answers to messages, sent by us, or unless it be in reference to parts short on machines shipped by us, or a similar case in which we are entirely at fault; and in such cases dispatches may be sent to us C. O. D.

3d. Our canvassers are sent to assist you and are not invested with authority to change prices or terms; consequently at time of settlement, we shall consider their acts, so far as all matters affecting your contract with us, as having been done by your direction and approval.

4th. You must give every purchaser one of our printed 3
warranties with each machine you sell.

5th. Should any part of machines shipped you prove defective from flaws, poor material, or bad workmanship, said defective parts may be charged back to us; but in all such cases the broken or defective parts must be exhibited at settlement to the authorized agent of said Company, who shall return them to the General Agent. A complete list of all parts given free must be kept on blanks furnished by us for that purpose; this list at settlement to be subject to the approval of the General Agent herein of this Company, and only such parts
will be allowed as are approved. 4

6th. We do not agree to furnish repairs gratis after the first season, and then only such parts as are needed to replace those that have proved to be defective.

7th. Knives, sickles, sections, canvases, reel-boards, reel-arms, neck-yokes, single-trees and tongues are not warranted, as they are always liable to be broken or damaged by improper usage, and Must Never Be Given Free.

8th. You must sell all extras at current list prices, and for cash only, and in no case to charge the purchaser more than the list price unless the part or parts are ordered by express especially for him.

1 9th. You must sell only to the retail trade, and must not, directly or indirectly, sell or offer for sale any machines to parties outside of the within named territory, under penalty of forfeiture of all commissions to the agent in whose territory the purchaser resides; but in no case is the said International Harvester of America to be liable for any trespass by one agent upon the rights of another except as said Company, at its option, may first collect the same from said other agent.

10th. You must not exhibit or furnish any machines re-
2 ceived under this contract, for exhibition at any Fair, without the written consent of said Company or its aforesaid General Agent.

11th. All men in the employ of this Company are furnished money sufficient to defray their expenses, and we will not be responsible for any money you may advance to them.

INTERNATIONAL HARVESTER COMPANY OF AMERICA.

A price list was attached to this contract.

3 DEFENDANT'S EXHIBIT 112.

I. H. CO. OF A. COMMISSION AGENCY CONTRACT FOR 1906.

International Harvester Company of America, a corporation having offices in Chicago, Illinois, hereinafter designated "Company," and E. J. Webber Estate, of Fergus Falls in the County of Otter Tail and State of Minn., hereinafter designated "Agent," agree and contract this 6th day of Dec. A. D. 1905, as follows:

Said Company hereby appoints said .....
4 its Sales Agent under the limitations and restrictions herein specified for the sale of its McCormick line of grain, corn and grass harvesting machinery, more particularly enumerated in Schedule referred to in Article 7th of this contract, together with repairs for same, in the following described territory, to-wit: Fergus Falls and trade tributary thereto, during the season ending December 31st, 1906.

Said Agent accepts such agency and in consideration thereof and for the commission herein agreed to be paid, expressly agrees as follows:

1st. To receive all goods shipped under this agreement, to pay freight on the same from Chicago; keep the same well housed and in good condition, and to make good any damage

resulting from the improper handling or storage of same until 1
sold or reshipped; to keep the same free from all charge and expense to said Company, including all taxes which may be assessed on such goods carried over in said Agent's possession from the preceding year. To collect from the purchaser the freight on all goods sold or assume the loss of same, and in no case to charge said Company with any sum or sums for freight, handling, storage or other expenses, except provided that in case said Company shall remove or transfer any goods received under this contract said Agent shall be entitled to the actual freight paid when the goods were received.

2d. To deliver, set up and fairly start every machine sold, 2
and to instruct the purchaser how to adjust it to work in different kinds and conditions of crops. To pay all livery expenses that may be incurred by experts or canvassers furnished by said Company while assisting said Agent.

3d. To sell to good and responsible parties only, on such terms as may be prescribed in writing by said Company or its General Agent, and to draw all notes, taken on sales, payable to the order of International Harvester Company of Amerca, upon blanks furnished by said Company for that purpose; said notes to bear interest at the rate prescribed in schedule 3
of prices and terms referred to in Article 7th of this contract. Notes found to be good and collectible, executed by purchasers of machines in accordance with the terms of this contract, shall be accepted at the time of settlement. Notes found at time of settlement to be not in accordance with the terms of this contract shall be replaced by said Agent, at that time with cash or other notes acceptable to said Company.

4th. To settle with the purchaser for each machine or other article sold hereunder, either by cash or note, At the Time of Delivery, and in case said Agent shall deliver any machine or other property mentioned herein for use in the field, or permit 4
the use of any thereof before it is fully settled for by cash or good and collectible note, said Agent shall account for and pay to said Company on demand the full price of the same, together with interest thereon from October 1st, 1906, and also all costs and expenses incurred on account of same, and without any claim for commissions from, or under any warranty by said Company.

5th. To take a signed order from each purchaser, on blanks furnished by said Company, and to use or give no warranty on any such machines other than the regular warranty which is incorporated in machine order blanks for goods furnished by

1 said Company. To be governed by the printed instructions on the back of this contract which are hereby made a part of the conditions hereof.

6th. To furnish said Company, or its said General Agent, whenever called upon, a full and detailed account of all sales made under this contract, on such blank forms as shall be furnished by said Company, or its said General Agent for that purpose, and to make a full and complete settlement whenever called upon by said Company, or its said General Agent.

7th. Said Company agrees to pay said Agent as commission on machines and attachments sold, an amount equal to the
2 excess in the total proceeds received from sales of said machines and attachments (as shall be shown by account sales), over and above what said machines and attachments amount to at the net prices named to Agent in separate schedule of net prices and terms, issued or to be issued by said Company for the season of 1906 under this contract.

8th. All sales of machines on which said Company receives all cash on or before the dates mentioned in said schedule of prices and terms will be accepted as cash sales, and all machines that are not settled for in full with cash on or before
3 said dates will be settled for at time prices.

9th. Commissions shall only be paid on machines sold and settled for, and none shall be paid on machines returned, condemned, or on orders not filled, nor on attachments sold or furnished gratis with machines; and in case sales are made to parties who are discovered or adjudged by said Company, or its said General Agent, to have been doubtful or worthless at the time of sale, the notes taken for such sales shall be received by said Agent to apply on payment of commissions due upon sales recognized and approved by said Company; and if the machine account at time of settlement is overpaid by notes,
4 such surplus notes shall be received by said Agent as payment in full or in part of commissions due.

10th. Said Agent shall receive as commission on sales of repairs twenty-five per cent. of the list price thereof, as fixed by said Company's price list of repairs for these machines for the current year, and said Agent agrees to pay freight or express on same.

11th. It Is Further Expressly Agreed, that said Agent is to receive in the capacity of Agent of said Company and not otherwise, all goods shipped under this contract, and all moneys, property or other securities taken in payment for machines, attachments and repairs, or other property sold by said Agent for said Company.

12th. Said Agent further agrees under this contract not to 1
retain, on account of commission or any other claim against said Company, any moneys, notes, or other property received from the sale of any articles hereunder or from collections on notes or accounts, but to promptly remit all moneys, notes, or other property to said Company, or its said General Agent, leaving commissions and all other claims to be adjusted at settlement.

13th. It Is Mutually Agreed, that said Company shall at all times have entire control over all machines, orders, contracts, accounts, notes, moneys or other property accruing and growing out of the sale of said machines, repairs or other property, 2
and may at any time, when it considers its interests are neglected or jeopardized, without notice, annul and terminate this contract, and take possession of all orders, notes, accounts, moneys and machines in the possession or under the control of said Agent by virtue thereof; and said Agent hereby waives all right of action for damages because of such cancellation of contract.

14th. Said Company agrees to use its best effort to complete and ship all machines ordered, and to supply all attachments and repairs ordered under this contract so long as its 3
stock shall last, but shall not be held responsible to said Agent for any damage in case the demand for either of said machines, attachments or repairs shall exceed the supply, whether growing out of interruptions by fire or other elements, riot, labor disturbances, delay in transportation or any other cause whatsoever.

15th. It Is Further Agreed, that this contract shall, in no case, be valid and binding upon said Company, of the first part, until the same shall have been approved by the General Agent, and also that it cannot be subsequently changed, in any of its provisions, in any manner, either verbally or otherwise, 4
by any person, without the written approval of the said General Agent.

International Harvester Company of America, (Seal)
By E. A. Morgan,
Traveling Agent.
E. J. Webber Estate (Seal)
By H. E. Webber

Approved at St. Cloud, Minn. Jan 13 1906
International Harvester Company of America.
By Wm Westerman B
General Agent.

1

INSTRUCTIONS.

The Following Instructions to Agents Are Made a Part of the Within Contract:

1st. We furnish you a reasonable amount of printed matter free of charge, delivered at the express office at Chicago, you to pay express charges on the same. We will not pay for newspaper or other advertisements unauthorized by us; neither
2 will we pay for any printing of any kind whatever, except that furnished by us from our office.

2d. We will not pay any charges for telegraphing, except for answers to messages, sent by us, or unless it be in reference to parts short on machines shipped by us, or a similar case in which we are entirely at fault; and in such cases dispatches may be sent to us C. O. D.

3d. Our Canvassers are sent to assist you and are not invested with authority to change prices or terms; consequently at time of settlement, we shall consider their acts, so far as all
3 matters affecting your contract with us, as having been done by your direction and approval.

4th. You must give every purchaser one of our printed warranties with each machine you sell.

5th. Should any part of machines shipped you prove defective from flaws, poor material, or bad workmanship, said defective parts may be charged back to us; but in all such cases the broken or defective parts must be exhibited as settlement to the authorized agent of said Company, who shall return them to the General Agent. A complete list of all parts given free must be kept on blanks furnished by us for that
4 purpose; this list at settlement to be subject to the approval of the General Agent herein of this Company, and only such parts will be allowed as are approved.

6th. We do not agree to furnish repairs gratis after the first season, and then only such parts as are needed to replace those that have proved to be defective.

7th. Knives, sickles and sections are not warranted, as they are always liable to be broken or damaged by improper usage, and Must Never Be Given Free.

8th. You must sell all extras at current list prices, and for cash only, and in no case to charge the purchaser more than the list price unless the part or parts are ordered by express

especially for him. All attachments are to be sold for cash only. 1

9th. You must sell only to the retail trade, and must not, directly or indirectly, sell or offer for sale any machines to parties outside of the within named territory, under penalty of forfeiture of all commissions to the agent in whose territory the purchaser resides; but in no case is the said International Harvester Company of America to be liable for any trespass by one agent upon the rights of another except as said Company, at its option, may first collect the same from said other agent.

10th. You must not exhibit or furnish any machines received under this contract, for exhibition at any Fair, without the written consent of said Company or its aforesaid General Agent. 2

11th. All men in the employ of this Company are furnished money sufficient to defray their expenses, and we will not be responsible for any money you may advance to them.

12th. Agent shall send promptly at the time of shipment to International Harvester Company of America, at .....a duplicate shipping receipt for each shipment made.

13th. Agent is strictly forbidden to take any part from any machine for the purpose of supplying customers with repairs. 3

INTERNATIONAL HARVESTER COMPANY OF AMERICA.

A price list was attached to this contract.

DEFENDANTS' EXHIBITS 113, 114 AND 115—Commission agency contracts between the I. H. Co. of A. and E. J. Webber for 1907, 1908 and 1909 for McCormick machines. They are similar (excepting prices) to Defendants' Exhibit 112. Price lists are attached to these contracts.

4

DEFENDANTS' EXHIBITS 116, 117 AND 118—Commission agency contracts for 1910, 1911 and 1912 between the I. H. Co. of A. and E. J. Webber for McCormick machines. They are similar in form to Petitioner's Exhibit 206 (Vol. I, p. 270). Price lists are attached to these contracts.

TABULATION OF THE PRICES PAID FOR BINDERS AND MOWERS BY E. J. WEBBER, IMPLEMENT DEALER AT FERGUS FALLS, MINN., AND HIS SUCCESSORS IN BUSINESS THERE, AS SHOWN BY DEFTS' EXHIBITS 98-118 INCLUSIVE.

Year		Six Foot Binder with Bundle Carrier				Five Foot Mower			
		Net Cash	Two Fall	*Three Fall		Net Cash	Two Fall		
†1892	McCormick Har. Machine Co.	$104.40	$118.90		Reg.	$36.00	$42.00	(Defts. Ex.	98)
†1893	" " " "	100.80	114.80		"	32.40	36.90	(" "	99)
†1894	" " "	100.00	110.70		'	34.20	38.95	(" "	100)
1895	" " "	100.00	110.70			32.40	36.90	(' '	101)
1896	"	97.50	108.00		"	31.59	36.00	(" "	102)
1897	' '	95.00	102.00		'	32.00	34.00	(	103)
1898	" ' '	95.00	102.00		'	32.00	34.00	("	104)
1899	' "	95.00	102.00		(	32.00	34.00	(" "	105)
					(Vert.	33.00	35.00		
1900	" ' '	100.00	107.00		(Reg.	34.00	36.00	(' "	106)
					(Vert.	35.00	37.00		
1901	' ' "	100.00	107.00		(Reg.	35.00	37.00	(" "	107)
					(Vert.	36.00	38.00		
1902	' " "	95.00	100.00		(Reg.	33.00	35.00	(" "	108)
					(Vert.	34.00	36.00		
1903	Int. Har. Co. of America	95.00	100.00		(Reg.	34.00	36.00	(" "	109)
					(Vert.	35.00	37.00		
1904	" " "	95.00	100.00	$105.00	(Reg.	34.00	36.00	("	110)
					(Vert.	35.00	37.00		
1905	' " " "	95.00	100.00	105.00	(Reg.	34.00	36.00	("	111)
					(Vert.	35.00	37.00		
1906	' " ' "	95.00	100.00	105.00	(Reg.	34.00	36.00	(" "	112)
					(Vert.	35.00	37.00		
1907	" ' ' "	95.00	100.00	105.00	(Reg.	34.00	36.00	('	113)
					(Vert.	35.00	37.00		
1908	" " " "	100.09	107.50	112.50	(Reg.	35.85	38.50	(" '	114)
					(Vert.	36.78	39.50		
1909	" " " "	100.09	107.50	112.50	(Reg.	35.85	38.50	(" "	115)
					(Vert.	36.78	39.50		
1910	" " ' "	100.09	107.50	112.50	(Reg.	35.85	38.50	(" "	116)
					(Vert.	36.78	39.50		
1911	"	100.09	107.50	112.50	(Reg.	35.85	38.50	(" "	117)
					(Vert.	36.78	39.50		
1912	" ' '	95.43	102.50	107.50	(Reg.	33.52	36.00	("	118)
					(Vert.	34.45	37.00		

*Note: These contracts show that for 1892, 1893 and 1894 the 3-fall-payment price was the same as the 2-fall-payment price, but 3-fall-payment sales were objected to (Defendants' Exhibits 98, 99, 100). After that time, from 1895 to 1900, sales on 3-fall-payments were forbidden by the McCormick Company (Defendants' Exhibits 101-106 incl.). From 1900 to 1904 the contracts are silent on this question. In 1904 the I. H. Co. of A. made sales on 3-fall-payments, but at an increase of $5 per binder over the 2-fall-payment (Defendants' Exhibit 110).

†In 1892, 1893 and 1894 these prices did not always include the bundle carrier, which, in some instances, cost $5 when sold with a binder. As, however, the dealer was authorized, in the case of a good customer, to "throw in the carrier gratuitously," the above prices fairly represent what the Company generally received in those years for the 6 ft. binder with bundle carrier (Defendants' Exhibits 98, 99, 100). After 1894 bundle carriers were universally sold with binders.

1

MILWAUKEE COMMISSION AGREEMENT FOR 1900.

"* * * *First*—That for and in consideration of covenants and agreements hereinafter contained, said first party hereby appoints said second party its agent to sell for the season of 1900 (ending Sept. 1st) in the following territory and no other, viz.: * * *

Third—It is agreed between the parties hereto that said second party will, as a part of the expenses of this agency, pay taxes on all goods received under this agreement, keep them 2
insured and well stored out of the weather during the term of this agreement and for a period of eight months after its expiration, in the name of said Milwaukee Harvester Company for at least seventy-five per cent. of the prices named herein for Machines and Attachments, and fifty per cent. of the list prices of Commission Extras; and to pay said first party for all damages to such property caused by neglect to insure, properly store and care for, and for failure to comply with all conditions, as herein specified. * * *

Also, not to engage, directly or indirectly, in the sale of any other Harvesting Machines during the term of this agree- 3
ment, nor permit any one acting for it as employe, agent or partner to do so, and to pay first party, as liquidated damages, the sum of twenty dollars for each Machine, in event of sales being made in violation hereof. * * *

Eleventh—Said second party expressly agrees to canvass for sales only in the territory hereinbefore defined, and not to sell, directly or indirectly, to parties living in any other, except they shall voluntarily elect and proffer to buy of said second party, *and then at not less than its regular retail prices.* For any sales made in violation of the foregoing, said second 4
party agrees to forfeit, and pay over on demand to the agent controlling the territory in which such sales were made, the difference between the contract prices and its regular retail prices of Machines so sold, together with any damages that may have been sustained by said agent in consequence of the trespass. It is further agreed, that while said first party will do all it can to prevent trespassing of agents, it shall in no case be held liable for that committed by one agent upon territory of another, and also that each agent shall protect his territorial rights against trespass.

Twelfth—It is mutually understood and agreed that the title

1 to, and ownership of, all Machines, Attachments and Commission Extras furnished by said first party under this agreement shall be vested in it until sold under the provisions of this agreement, and that the title to, and ownership of, all proceeds and avails of said property, as also of all orders taken for Machines and Attachments, shall be, and remain, vested in said first party until full settlement and payment of all accounts growing out of this agreement shall have been made with said first party * * *."

2 DEFENDANTS' EXHIBIT 189.

("Champion" Commission Agency Contract for 1902.)

Articles of Agreement, made and entered into this 25 day of Oct. 1901 by and between The Warder, Bushnell & Glessner Co., of Springfield, Ohio, of the first part, and John Carberry of Kirkman County, of Jefferson State of Pa., of the second part:

Witnesseth, That the said The Warder, Bushnell & Glessner Co., of the first part, has this day appointed the said
3 party of the second part its special agent for the sale of Champion Binders, Mowers, Reapers, Attachments and Extras, in the following territory only, and no other, to-wit: Kirkman and vicinity and has agreed to ship to him between the first day of ..... and the harvest of 1902 the following Champion Machines (unless prevented from so doing by strikes, or destruction, or serious injury to the shops where built) to be accounted for as hereinafter provided, without any deduction or additional discount:

4

Delivered	To be Shipped.	Champion.	Net Price Each If accounted for to first party in notes of farmers as provided herein.	Net Price Each If accounted for to first party in cash.
....	....	Binders, 5 ft.....	97.50	92.50
....	....	Binders, 6 ft.....	97.50	92.50
....	....	Binders, 7 ft.....	100.00	95.00
....	....	Binder Trucks.....	3.00	3.00
....	....	Bundle Carriers.....	2.00	2.00
....	....	Clover Attachments.....	2.00	2.00
....	....	Folding Bar Reapers.....	55.00	52.50
....	....	Mowers (Draw cut), 4½ ft...	37.00	35.00
....	....	Mowers (Draw cut), 5 ft...	37.00	35.00
....	....	Mowers (Draw cut), 6 ft...	39.00	37.00
....	....	Mowers (Haymaker), 4½ ft..	37.00	35.00
....	....	Mowers (Haymaker), 5 ft...	37.00	35.00

Binders to be shipped with one knife only, or one sickle only.

In case these machines are not all sold during the continuance of this contract, then such unsold machines shall remain the property of The Warder, Bushnell & Glessner Company until so paid, or the first party may elect to retake possession of said machines so unsold, or may require them to be shipped elsewhere. And in such case the second party hereby agrees to deliver or ship such machines free of back freight or other charges, but if said machines have been well stored and are complete and in good condition, second party shall receive, when said machines are delivered, the actual amount of freight at car load rates, which is to be in full of all charges; and the second party also agrees that all taxes assessed or levied on all machines or repairs while in the hands of the second party shall be borne and paid by second party as a part of the expenses of the business.

It is also agreed that any further number of machines that may be shipped or received by the second party, during the continuance of this contract, shall be on the same terms and conditions as the above.

All extras except those named on the back of this contract, shall be accounted for August 1st, 1902, and such as have been sold shall be paid for at that date in cash, less a discount of twenty-five per cent. from the published retail price list, and such as remain unsold shall be delivered to The Warder, Bushnell & Glessner Company, on demand, free of freight or other charges.

All machines and Attachments to be due as follows: One-half on or before Sptember 1st, 1902, one-half on or before September 1st, 1903, all with interest at the rate of six per cent. from August 1st, 1902.

Will accept Binder notes 1/3 1902, 1/3 1903, 1/3 1904.

The second party further agrees, in acting as such agent, to receive these machines and pay the freight and all charges on them, to shelter and take good care of them until sold, and to sell them only to such farmers as are known by him to be perfectly good and responsible, or require ample security when credit is given, to take all notes on the blanks of The Warder, Bushnell & Glessner Company, due at the dates above mentioned, and bearing interest at the rate of six per cent. from August 1st, 1902, and made payable at the Bank or Express Office nearest the residence of the purchaser, and each note to be endorsed and guaranteed by the party of the second part, in the following form, viz: "For value received, we hereby guarantee the payment of the within note, or any ex-

1 tension thereof, and waive protest, demand, and notice of non-payment thereof." And cash or notes as above, signed by farmers known to be good and responsible, and against whom judgment for a like amount could be collected, for the full amount of these bills, to be turned over to The Warder, Bushnell & Glessner Company, by the 15th day of August, 1902.

The second party further agrees to remit to The Warder, Bushnell & Glessner Company the proceeds of each and all cash or part cash sales of Champion Machines, promptly on receipt of the money, remitting the net price as stated above.

2 The said party of the second part further agrees to have a full settlement with each purchaser on delivery of the machine, or when the machine is started; to see that all machines are properly set up and operated as per directions, when started to work, and to assist the purchaser during harvest in the proper adjustment of the machine, to pay board and livery expenses of any expert, and livery expenses of any canvasser that may be furnished, and to be governed by the printed instructions on back of this contract (especially that clause relating to sales and territory) which are made a part hereof, and further to keep all machines and repairs fully insured,
3 and to guarantee the said The Warder, Bushnell & Glessner Company against any loss by fire.

All machines embraced in this agreement are to be delivered on board cars at Springfield, Ohio; said party of the second party to pay all freight and charges on the same.

And the second party agrees to make all reasonable efforts to sell said Champion Binders, Mowers and Reapers, and as many more of them as possible, in the above named territory, by properly exhibiting machines, distributing printing, canvassing the territory, etc., and that he will not canvass, solicit orders, or sell Champion Machines in the territory assigned to
4 any other dealer or agent; and that he will not act as agent for or in any way engage in the sale (directly or indirectly) of any other Binding, Mowing or Reaping Machine, nor permit any one acting for him as employe, agent, or partner, so to do, while this agency exists, and second party agrees to pay the first party on demand as liquidated damages $25 for each machine sold in violation of this agreement.

It is expressly understood and agreed that the second party is a special agent for the sole purpose of selling the machinery hereinbefore set forth and said machinery is the property of the first party and shall so remain until paid for by the sec-

ond party or otherwise disposed of in the ordinary course of 1
business. Said second party shall deliver to each purchaser a copy of the regular printed warranty furnished by first party, without addition or erasure, and shall have no authority to bind first party by any representations concerning the warranty of machines other than those contained in the aforesaid printed warranty. Second party agrees to furnish to first party, upon demand, a correct statement on blanks furnished by first party, of all machines sold, showing price, name and residence of purchaser, and style and size of machine.

The second party does hereby represent that he is solvent 2
and responsible, and this agreement is entered into by the first party upon the faith of said representation, and this contract to extend until the first day of August, 1902, but the first party reserves to itself the right to revoke this contract at any time.

In Testimony Whereof, The said The Warder, Bushnell & Glessner Company, and the said second party have hereunto attached their signatures.

THE WARDER, BUSHNELL & GLESSNER CO.
By JEROME B. SWANEY
JOHN CARBERRY *Agent.* 3

(On back of contract)

INSTRUCTIONS.

The following instructions to Agents are made a part of the within contract:

1st. We furnish you a reasonable amount of printed matter free of charge, delivered at Springfield, Ohio, you to pay
transportation charges (if there be any) on the same. We 4
will not pay for any newspaper or other advertisement unauthorized by us; neither will we pay for any printing of any kind whatever, except that furnished by us from our offices. We will upon demand furnish you an agency sign, which you agree to keep displayed publicly upon your place of business as a notice to the public.

2d. We will not pay any charges for telegraphing, except for answers to messages sent by us, or unless it be in reference to parts short on machines shipped by us, or a similar case, in which we are entirely at fault; in such cases dis-

1 patches may be sent to us C. O. D., but in all other cases you must pay charges on your messages.

3d. We deliver all goods at the depot free of drayage, and will endeavor to ship by the cheapest route, making freight as low as possible, *but we will not be responsible for any charges;* neither will we agree to deliver any machines at any specified rate of freight.

4th. You must take an order on one of our regular order blanks for each machine you sell and give each purchaser one of our printed warranties, which shall be a sufficient guarantee that the machine will work as represented; and you must
2 settle in cash or notes with each purchaser when his machine is started. Failure to make settlement at or before that time forfeits our warranty to you on such machine, without altering your liability for payment to us. Any orders taken in your territory for Champion Machines by any person in our employ are subject to your approval. Any man whom we may send to assist you in canvassing or otherwise is to work solely under your direction, and he has no authority to change any of the provisions of this contract or to pass on the responsibility of a customer or to quote any prices or terms except as
3 you may direct.

5th. Should any part of machines *prove defective from flaws,* the said defective parts may be charged back to us at the net price charged you for similar parts, provided the claim is made and the defective part is furnished during the first season the machine is used. In all such cases you must *take a receipt* from the farmer on blanks furnished by us, and also obtain the broken part, to be held for our inspection. We do not guarantee Canvases, Sections, Knives, Guards, and such articles as are always liable to break by improper usage or coming in contact with obstructions, but only propose to re-
4 place articles that prove defective *from flaws* or other defects in material.

Knives and Sickles, Sections, Guards, Rivets, Pitman Boxes, Ball Wrists, Pitman Bolts, Pitman Points, Chains, Chain Links, Brass Bushings, Wearing Plates, Ledger Plates, Guard Bolts, Wrenches, Knife Heels, Oil Cans, Punches, Cold Chisels, Reel Arms, Reel Fans, and Canvas Slats will be billed at a discount of 50 per cent. from list prices. Platform and Elevator Canvases will be billed at a discount of 33 1/3 per cent. from list prices, all payable in cash August 1st, 1902, and none of the above articles will be furnished on commission.

6th. In constituting this agency for the within named ter-

ritory, it is expressly agreed that the party accepting said 1
agency will not sell, nor offer for sale, directly or indirectly, any Champion machines to parties living in any other than the within named territory, nor sell any machines to be sent or used outside of said territory except to the legitimate retail trade, and then only at the regular retail prices, including freights. And it is also agreed by the party accepting this agency, that if any sales are made in violation of the spirit of this contract, they shall forfeit and pay over to the agent controlling the territory the full commission made from the retail price of the machines included in this contract, together
with any other damages that may be sustained by said agent 2
in consequence of said trespass; but in no case are we to be held liable for any trespass committed by one agent upon the rights of another. Each agent must protect his territory against trespass, the same as any other property.

THE WARDER, BUSHNELL & GLESSNER CO.

In Consideration Of One Dollar, to me in hand paid by The Warder, Bushnell & Glessner Company, the receipt of which
is hereby acknowledged, I hereby guarantee the fulfillment of 3
the within contract, and the faithful performance of the above instructions on the part of the said .....

.....

and that he will account for and pay over to the said The Warder, Bushnell & Glessner Co., in the manner provided herein for all goods received by him under this contract without relief from valuation laws and with all Attorney's fees.

Dated ..... 190.....

(P. O. Address) (Date)

Witness 4

.....

.....

Signed.....(Seal)

1

DEFENDANTS' EXHIBIT 191.

(Plano Commission Agency Contract for 1902.)

This Agreement, Dated this 7th day of January A. D. 1902, by and between The Plano Manufacturing Company, (a corporation duly organized and doing business under the laws of the State of Illinois) of Chicago, in Cook County, Illinois, hereinafter designated first party, and Crooks & Pederson Co., of Benson, in the County of Swift, State of Minn., hereinafter designated second party, Witnesseth:

2

That for and in consideration of the mutual covenants and agreements herein contained, the party of the first part hereby appoints the party of the second part its agent for the sale of its Harvesters and Binders, Headers, Mowers, Attachments and Repairs, for and during the season of 1902, within and for the following territory, to wit: Benson and Vicinity.

The second party accepts the appointment, and in consideration thereof expressly agrees to protect said territory from trespass; to promptly receive, accept, pay freight from the factory, and safely store as the property of the first party all machines and parts of machines now on hand in or about this agency, and all machines which may hereafter be ordered and shipped under or pursuant to this contract; to keep the same insured in the name of the first party, in a sum equal to two-thirds of the contract prices; to pay all insurance, storage charges, taxes and assessments that may be levied thereon while in his charge; to set up and exhibit samples; to thoroughly canvass the above territory for the sale of said machines; to have a written order signed by each purchaser on blanks furnished by first party; to set up, start, and obtain full settlement at time of delivery, or when machine is started, either in money or purchaser's notes, for all machines sold; to remit to first party at West Pullman, Chicago, Ill., in bank draft payable in Chicago or New York, all cash received on each sale, on the day of its receipt; to keep well stored and insured at his own cost and expense, for the period of one year, all goods remaining on hand at time of settlement under this contract, and deliver same, or any part of them, at depot, on demand, free of all freights and other charges, except freight at carload rates on boxed and crated machines in good condition, or ship elsewhere as first party may direct; to render full account and make full settlement when called upon

3

4

after the harvest season of 1902; second party hereby orders 1
the machines and attachments mentioned in the following list, and such repairs as may be necessary, which he agrees shall net the first party, free of all commissions, freights and other charges, the prices named herein, or hereafter to be named, in writing, by first party; said prices when so named and approved by first party, to be attached to and become a part of this contract.

Description.	Net price to be accounted for to The Plano Manufacturing Co., each, cash.	Net price to be accounted for to The Plano Manufacturing Co., each, two falls. 2
....Plano Corn Binder	$100	$105
.... 5-ft. Jones Reaper		
....14-ft. Jones Header		
....12-ft. Jones Header		
....10-ft. Jones Header		
.... 7-ft. Jones Lever Binder	98.	102.
.... 6-ft. Jones Lever Binder	95.	100.
.... 5-ft Jones Lever Binder		
....Harvester Truck	5.	
....Bundle Carrier	3.	
....Flax or Clover Attachment	3.	
....Fly Wheel Attachment	3.	

Description. 3 falls Binders.	Net price to be accounted for to The Plano Manufacturing Co., each, cash.	Net price to be accounted for to The Plano Manufacturing Co., each, two falls. 3
	$	$
.... 7-ft. Jones Vertical Mower		
.... 6-ft. Jones Vertical Mower		
.... 5-ft. Jones Vertical Mower		
.... 4½-ft. Jones Vertical Mower		
.... 3½-ft Jones Vertical Mower (one horse)		
.... 6-ft. Jones Chain Mower	34.00	36.00
.... 5-ft. Jones Chain Mower	32.00	34.50
.... 4½-ft. Jones Chain Mower	32.00	34.50
5 Gear	32.00	34.50
4½ Gear	32.00	34.50 4

(Marginal Note) Prices on Harvesters and Binders include a Bundle Carrier and Fly Wheel and Flax Attch.

No Fly Wheel, Flax or Clover Attachment will be shipped with the Jones Lever Binder unless the sale of same is guaranteed, and at $3.00 each net to first party, and second party does agree to pay for all Fly Wheels, Flax or Clover Attachments he may order and receive at the rate of $3.00 net each.

Second party agrees to pay cash for all cash repairs listed on sale order form 3A ordered, at prices named thereon, said repairs being also designated by a star (*) in repair catalogue; and also to pay cash for all other repairs used only

1 on Harvesters and Binders and Attachments made prior to 1891 and on all Mowers made prior to the Jones Chain Mower, and for all other extras billed as "cash repairs" ordered, whether sold or not, and for all commission repairs sold, 75 per cent. of first party's latest published list price.

1. First party hereby agrees to deliver on cars at its factory in West Pullman, Chicago, Ill., or some other accessible point, and ship by route it may deem best when ordered, between the first day of January and the harvest of 1902, all goods covered by this contract, unless prevented from so doing by any cause; to furnish free of charge at West Pullman, Chi-
2 cago, Ill., a reasonable amount of printed advertising matter, circulars, blank notes and mortgages, blank receipts for free repairs, blank orders and printed warranties, second party agreeing to pay charges on the same.

2. First party reserves for itself and second party agrees that first party shall have the right to and may annul and terminate this contract at any time without liability for commissions or damages, to have control over and the right to take possession of any or all unsold machines, attachments and repairs, notes and mortgages, contracts, accounts, cash or
3 other assets, or property growing out of or accruing from the sale of goods covered by this contract, and second party will on demand deliver them, or any portion of them, to first party or its duly authorized agent.

3. Second party agrees that he will sell repairs for cash only; that he will not donate sickles, knives, sections, canvasses, guards, guard plates, chains and links; and will not give away other repairs, except to replace parts that may prove defective on machines sold in 1902 and then only when the defective part is returned for inspection, and a free voucher signed by the party receiving it; that he will take the writ-
4 ten order of, and deliver to each purchaser of a machine, first party's printed warranty, which warranty he will not add to or change in any manner or form; that he will sell machines on time to parties only who are financially responsible and own unencumbered property subject to execution, equal in value to double the purchase price of machine, and of good reputation for the payment of their debts, or will take as security for the purchase price, before delivering the machine, and file or record, a mortgage on unencumbered property, equal in value to three times the selling price of the machine; that he will take the purchaser's notes for machines sold on

time, on printed blanks furnished by the first party, and made 1
payable to The Plano Manufacturing Company, or order, at a Bank or Express Office, in a town convenient to the purchaser, one-half the purchase price payable on or before Nov. 1st, 1902, and one-half the purchase price payable on or before Nov. 1st, 1903, said notes bearing interest from date of said sale until paid, at the rate named in printed blanks furnished by first party, and all of said purchaser's notes he agrees to deliver to the first party when called upon for settlement.

4. The second party agrees that should any note or notes be against parties whose financial standing was not up to the 2
requirements of this contract, said second party agrees to take up all such notes on demand, either by paying cash or substituting good notes drawing the same rate of interest and maturing at a date not later than the notes refused, that shall be acceptable to first party, or at once, at his own cost and expense, get such notes secured in a manner that shall make them satisfactory and acceptable to the first party; and if for any cause the second party is unable to comply with the conditions of this contract he hereby guarantees the payment of said notes.

5. Second party further agrees that he will pay on demand 3
to first party any and all commissions that may have been paid or allowed on sales made to parties whose notes prove to be uncollectible, or when, from any cause, the machine is returned.

6. Second party further agrees that he will not sell or offer for sale, or be interested either directly or indirectly, in the sale of any other Harvester and Binder, Header or Mower, or Repairs manufactured by any other Company for our make of machines during the continuance of this contract; that he will not sell or offer for sale any of the ma-
chines covered by this contract, to parties living in any terri- 4
tory other than that named herein; and that machines set up and used as samples shall be the first machines sold and delivered.

7. Second party hereby guarantees the sale of the sample machines and agrees to furnish at his own charge, livery or conveyance for any expert, or eanvasser, that may be sent by first party to assist in making sales, or setting up and starting machines, and pay the salary and expenses of any General Agent or adjuster that may make or assist in making settlements with farmers, or do any other work required of

1 second party under this contract; and that he will be responsible and settle for all machines delivered, whether sales be made by himself or not.

8. As commission and full compensation for the things to be done and the services required to be rendered under this contract and as entire and full payment therefor, first party agrees to allow, and second party agrees to accept, on all cash repairs listed on sale order form 3A, the difference between the net prices named thereon and the retail prices at which said repairs may be sold by second party, said repairs being also designated by a star (*) in repair catalogue; and
2 25 per cent. of first party's latest published list price for all other repairs used only on Harvesters and Binders and Attachments made prior to 1891 and on all Mowers made prior to the Jones Chain Mower, and for all other extras billed as "cash repairs" and for all commission repairs sold; and on Machines and Attachments such sum as he shall realize on each completed sale made in full compliance with the terms of this contract, in excess of the net prices named in, or hereafter to be named under this contract; all commissions on time sales to be paid in notes selected by first party proportionately
3 in equal amounts from those maturing at different dates.

9. It is hereby mutually agreed that all machines and repairs shipped by first party shall be subject to all the terms and conditions of this contract; that this contract shall not be changed in any manner or form, except by written consent of first party or party countersigning it, and that it contains the entire and only agreement existing between the parties thereto. This contract is not valid until it is countersigned by an authorized representative of The Plano Manufacturing Company, at Chicago, Illinois.

4 THE PLANO MANUFACTURING COMPANY.
By N. R. BELL (Seal)
CROOKS AND PEDERSON CO. (Seal)
Second Party.

Countersigned Jan 15 1902
(Signed) J. M. MARLEY
Division Manager

1

DEFENDANTS' EXHIBIT 195.

(Osborne Commission Agency Contract for 1902.)

This Agreement, made this 1st day of Jany., 1902, between D. M. Osborne & Co., of Auburn, N. Y. and St. Louis, Mo., (a corporation organized under the laws of the State of New York) party of the first part, and M. Wilson of Mayfield, County of Groves, State of Ky., party of the second part,

Witnesseth: The party of the first part hereby appoints the party of the second part its agent for the sale of such of 2
its merchandise as is now in the party of the second part's hands, as well as that ordered below and such future orders as may hereafter be shipped under this contract, in the following territory, viz.: Mayfield, Ky. & vicinity, and agrees to ship the merchandise ordered below, between Oct. 1st, 190 , and ..... 1st, 190 , unless prevented by fires, strikes, demand exceeding supply, or other causes now unforeseen, in which case the party of the second part hereby waives all claims for loss or damage. The party of the first part also agrees that it will not authorize any other party to act as its agent in the territory above specified; but it will not in any 3
event be liable for any encroachment by one agent upon the territory of another.

Code Words	Quantity	Description	Price each if paid in Notes	Price each if paid in Cash before Sept. 1st, 1902.
Quadrate	.....	Col. B Mowers, 3-1/2 ft.	$34.	
Quaint	.....	Col. C Mowers, 4-1/2 ft.	35.00	
Quake	.....	Col. C Mowers, 5 ft.	35.00	
Quakerish	.....	Col. D Mowers 5 ft.	37.00	
Quakerly	.....	Col. D Mowers, 6 ft.	37.00	4
.....	.....	.....	.....	
.....	.....	.....	.....	
Quicken	.....	Columbia Reaper	50.	Less 5
Quickish	.....	No. 8 Reaper	50.	per cent
Queenling	.....	Columbia Binders, 5 ft. With Truck and Sheaf Carrier.	105.	Discount from Note Price.
Queendom	.....	Columbia Binders, 6 ft. With Truck and Sheaf Carrier.	105.	
Queenrich	.....	Columbia Biuders, 7 ft. With Truck and Sheaf Carrier	105.00	
Quilt	.....	Columbia Trucks	3.	
Quits	.....	Columbia Sheaf Carriers	2.	
Quiet	.....	Columbia Flax Attach'ts	5.	

See terms for Repairs on back on this contract.

1 (Marginal note.) Goods ordered and shipped in Car load lots f. o. b. Mayfield, Ky. Less than Car load shipments f. o. b. Paducah, Ky.

The party of the second part agrees:

1st, To receive the merchandise (and such advertising matter as may be sent) and to pay the transportation charges thereon from St. Louis, Mo., upon its arrival at destination.

2d, To solicit orders for and sell the merchandise shipped under this agreement only in the above defined territory, to canvass that territory thoroughly, and to take all orders for the party of the first part's machines on blanks furnished by
2 party of the first part.

3d, To properly set up and operate all machines sold.

4th, To sell all Repairs ordered under this agreement for cash only, and machines and attachments for cash, or for notes made or endorsed by parties in good credit locally for similar amounts, acceptable to the party of the first part, drawn on their printed blanks and to their order; maturing one-half October 1st, 1902, and one-half October 1st, 1903, with interest from September 1st, 1902. Any of said notes that are, within six months of the time that they are delivered
3 to the party of the first part, found not to conform to the above description, shall be replaced by the party of the second part with cash, or with notes which *do* conform to the above description.

5th, To make settlement with purchasers for *all machines at the time of sale or upon their delivery, and to immediately remit the proceeds of said sales to the party of the first part,* and to make an accounting to the party of the first part whenever requested to do so by them.

6th, To pay, at prices named above, for all machines, remaining on hand at the expiration of this agreement, that have
4 been damaged by lack of proper shelter or care, or that have been used or that have been robbed of any part or parts, or that have been delivered contrary to the terms of this contract.

7th, To pay all loss, damages and expense occasioned by his or their warranting machines in terms other than those of the warranty on the back of this agreement.

8th, To furnish livery for all canvassers and experts that the party of the first part may furnish to the party of the second part.

9th, To keep all merchandise fully insured and pay at his expense such taxes and other charges, and to properly shelter

and care for any merchandise shipped under this agreement, 1
and any that shall remain on hand unsold at its expiration, for one year thereafter, unless otherwise requested by party of first part, all at his expense; the merchandise being at all times subject to the order of the party of the first part, and to be delivered at any local depot or warehouse free of all charges against the party of the first part.

10th, Not to engage, directly or indirectly, in the sale of any Mowers, Reapers, Binders or Attachments for same, other than those furnished by the party of the first part.

11th, Not to engage, directly or indirectly, in the sale of
any Repairs for Osborne Machines, except those furnished by 2
the party of the first part.

12th, Not to donate Repairs for machines sold prior to 1902, nor any for machines sold during that year unless the part to be replaced is returned and clearly shows evidence of defect, and to take for all such donations the recipient's written acknowledgment on the party of the first part's "Extras Voucher" blank, preserving both the defective part and the voucher for exhibit at settlement.

13th, That the excess of the amount received, for the merchandise sold under this agreement, over the above net prices 3
for same, shall be the party of the second part's commissions and shall be full compensation for all services rendered under this agreement; and that said commissions shall be paid in cash and notes in the same proportion as received, but the notes forming part of said commissions shall be selected by the party of the first part. The said agt. will receive first due notes & cost for his commission.

It being mutually understood and agreed,

1st, That the title to and ownership in all merchandise furnished by the party of the first part, under this contract, shall
be vested in it until sold under the provisions of this agree- 4
ment, and that the title to and ownership of all proceeds and avails of said property shall remain in it until full accounting and payment of all accounts growing out of this agreement have been made with said party of the first part.

2d, That this contract, in so far as it constitutes an agency, shall terminate September 1st, 1902: excepting that if the party of the second part shall not faithfully keep the covenants herein, then the party of the first part may at any time declare this agreement cancelled.

3d, That this contract contains the *full agreement* between

1 the parties to it, and that *no claim based on verbal agreements* shall be set up or recognized by either party.

This agreement does not bind D. M. Osborne & Co. until approved by its manager.

D. M. Osborne & Co.
By (Signed) J. C. Daniel
(Signed) M. Wilson

Approved By
(Signed) F. P. Carnochan

2

DEFENDANTS' EXHIBIT 75.

Deering Division.

(1903) I. H. Co. of A. Commission Agency Contract with J. F. Nagle, Rock Rapids, Ia.

International Harvester Company of America, a Corporation having offices in the City of Chicago, County of Cook and State of Illinois, hereinafter designated "Company," and J. F. Nagle, of Rock Rapids, in the County of Lyon, and State
3 of Iowa, hereinafter designated "Agent," agree and contract this thirteenth day of November, A. D. 1902, as follows:

Said Company hereby appoints said J. F. Nagle its Sales Agent, under the limitations and restrictions herein specified for the sale of its Deering harvesting and mowing machines, shredders, hay rakes, sickle grinders, binder twine, attachments and repairs, in the following described territory, to wit: Rock Rapids, Iowa, and trade tributary thereto, during the season ending December 31st, 1903.

* * * * *

10th. Said Company agrees to pay said Agent as commis-
4 sion on Deering machines and attachments sold, an amount equal to the difference between the total proceeds received from sales of said machines and attachments (as shall be shown by account sales), and what said machines and attachments amount to at the following net prices:

Order. Machines on hand.	Machines to be Shipped.		Net Price Each for Cash.	Net Price Each for Notes.	
		Deering Ideal Binder, 5 ft.	95.00	100.00	1
	1	Deering Ideal Binder, 6 ft.	95.00	100.00	
1	10	Deering Ideal Binder, 7 ft.	98.00	103.00	
	5	Deering Ideal Binder, 8 ft., with tongue truck	110.00	115.00	
		Deering Push Header, 10 ft.	125.00	140.00	
		Deering Push Header, 12 ft.	130.00	145.00	
		Deering Push Binder, 10 ft., with B. C.	155.00	170.00	
		Deering Push Binder, 12 ft., with B. C.	160.00	175.00	2
		Deering Push Hdr. and B., 10 ft., with B. C.	170.00	185.00	
		Deering Push Hdr. and B., 12 ft., with B. C.	175.00	190.00	
	5	Deering Ideal Corn Binder	95.00	100.00	
		Deering Corn Shocker	100.00	105.00	
1	16	Bundle Carrier for Ideal Binder	5.00)	Sell Attachments for cash only.	
	5	Bundle Carrier for Ideal Corn Binder	5.00)		
		Flax and Clover Carrier for Ideal Binder	5.00)		
	5	Transport for Ideal Binder	5.00)		
		Flax Carrier for Header	5.00)		
		Flax Windrower for Header	15.00)		3

Order Machines on hand.	Machines to be Shipped.		Net Price Each for Cash.	Net Price Each for Notes.	
		Deering Ideal One-Horse Mower, 3-1/2 ft.	30.00	32.00	
		Deering Ideal Vertical lift Mower, 3-1/2 ft.	30.00	32.00	
		Deering Ideal One-Horse Mower, 4 ft.	30.00	32.00	
		Deering Ideal Mower, 4-1/2 ft.	34.00	36.00	
		Deering Ideal Vertical lift Mower, 4-1/2 ft.	35.00	37.00	4
4	10	Deering Ideal Mower, 5 ft.	34.00	36.00	
		Deering Ideal Vertical lift Mower, 5 ft.	35.00	37.00	
		Deering Ideal Giant Mower, 5 ft.	36.00	38.00	
		Deering Ideal Giant Mower, 6 ft.	37.00	39.00	
		Deering Ideal Giant Mower, 7 ft.	38.00	40.00	
		Deering Ideal Reaper	50.00	55.00	
		Deering Corn Husker and Shredder Complete, 2 Roll, (including Blow Pipe, Truck and Ear Carrier)	130.00	140.00	
		Deering Corn Husker and Shredder Complete, 4 Roll, (including Blow Pipe, Truck, Ear Carrier and Sacker)	165.00	175.00	

1 The within price on 5, 6, 7 and 8-ft. grain binder and corn binder includes bundle carrier when furnished with machines to purchasers.

* * * * *

Binders may be sold when necessary on three equal annual payments. Notes to mature not later than Dec. 1st, 1903-1904-1905. Mowers on two equal annual payments, notes to mature not later than Dec. 1st, 1903-1904.

* * * * *

INTERNATIONAL HARVESTER COMPANY OF AMERICA.
By (Signed) E. A. FITCH
2 *Traveling Agent.*
J. F. NAGLE (Seal)

Acceptance Recommended,
(Signed) C. F. ESPY,
General Agent.
Approved at Chicago, Ill., Dec. 4, 1902.
INTERNATIONAL HARVESTER COMPANY OF AMERICA.
by (Signed) P. W. KELLY.

3 DEFENDANTS' EXHIBIT 180.

(1903) I. H. Co. of A. Commission Agency Contract with Wm. Wilka, Rock Rapids, Ia.

International Harvester Company of America, a corporation having offices in the City of Chicago, County of Cook and State of Illinois, hereinafter designated "Company," and Wm. Wilka of Rock Rapids in the County of Lyon and State of Iowa, hereinafter designated "Agent," agree and contract this 28th day of April, A. D. 1903, as follows:

4 Said Company hereby appoints said Wm. Wilka its Sales Agent under the limitations and restrictions herein specified for the sale of its McCormick harvesting and mowing machines, shredders, hay rakes, sickle grinders, binder twine, attachments and repairs, in the following described territory, to wit: Rock Rapids and vicinity, during the season ending December 31st, 1903.

* * * * *

10th. Said Company agrees to pay said Agent as commission on McCormick machines and attachments sold, an amount equal to the difference between the total proceeds received from sales of said machines and attachments (as shall be

shown by account sales), and what said machines and attachments amount to at the following net prices. 1

McCormick.		Net Cash Prices.	Net Time Prices.
Grain Binder, 5 ft., with Carrier	at	$ 95.	$100.
Grain Binder, 6 ft., with Carrier	at	$ 95.	$100.
Grain Binder, 7 ft., with Carrier	at	$ 98.	$103.
Grain Binder, 8 ft., with Carrier	at	$110.	$115.
Transport Truck	at	$ 5.	$
Corn Harvester, with Carrier	at	$ 95.	$100.
Corn Shocker	at	$100.	$105.
Husker and Shredder	at	$175.	$185. 2
Big Husker and Shredder	at	$375.	$425.
Little Vertical Mower	at	$ 30.	$ 32.
New 4 Mower, 4-1/2 ft.	at	$ 34.	$ 36.
New 4 Mower, 5 ft.	at	$ 34.	$ 36.
Vertical Lift Mower, 4-1/2 ft.	at	$ 35.	$ 37.
Vertical Lift Mower, 5 ft.	at	$ 35.	$ 37.
New Big 4 Mower, 6 ft.	at	$ 37.	$ 39.
New Big 4 Mower, 7 ft.	at	$ 38.	$ 40.
Daisy Reaper, 5 ft.	at	$ 50.	$ 55.
Header, 12 ft.	at	$130.	$145.
Header, 14 ft.	at	$140.	$155.
Header Binder	at	$170.	$185.
Header Attachment for Header Binder	at	$ 15.)	
Header Attachment for Grain Binder	at	$ 25.)	3
Flax Attachment	at	$ 2.50)	
Flax Attachment for Header	at	$ 15.)	Attachments
Flax Attachment for Header Binder	at	$ 5.)	sold only
Reaping Attachment for Mower	at	$ 7.50)	for cash
Truck, sold without Binder	at	$ 5.)	
Bundle Carrier, sold without Binder	at	$ 5.)	

* * * * *

International Harvester Company of America, (Seal)
By (Signed) M. H. Lamb
General Agent.
(Signed) Wm. Wilka (Seal)

Approved at Chicago May 5, 1903. 4
International Harvester Company of America,
by W. S. Kreles

4 3 2 1

DEFENDANT'S EXHIBIT 218.

Table showing acreage, production and value of principal farm crops, 1899 and 1909, from Abstract of Thirteenth Census of U. S., page 360.

ACREAGE, PRODUCTION, AND VALUE OF ALL CROPS, FOR THE UNITED STATES: 1909 AND 1899.

Table 1 CROP.	ACREAGE				PRODUCTION					VALUE (DOLLARS).			
	1909	1899	Increase*		Unit	1909	1899	Increase*		1909	1899	Increase*	
			Amount.	Per cent				Amount.	Per cent			Amount.	Per cent.
All crops										**5,487,161,223**	**2,998,704,412**	**2,488,456,811**	**83.0**
With acreage reports	**311,293,382**	**283,218,280**	**28,075,102**	**9.9**						**5,073,997,594**	**2,768,339,569**	**2,305,658,025**	**83.3**
With no acreage reports										**413,163,629**	**230,364,843**	**182,798,786**	**79.3**
Cereals	191,395,963	184,982,220	6,413,743	3.5	Bu.	4,512,564,465	4,438,857,013	73,707,452	1.7	2,665,539,714	1,482,603,049	1,182,936,665	79.8
Corn	98,382,665	94,913,673	3,468,992	3.7	Bu.	2,552,189,630	2,666,324,370	—114,134,740	—4.3	1,438,553,919	828,192,388	610,361,531	73.7
Oats	35,159,441	29,539,698	5,619,743	19.0	Bu.	1,007,142,980	943,389,375	63,753,605	6.8	414,697,422	217,098,584	197,598,838	91.0
Wheat	44,262,592	52,588,574	—8,325,982	—15.8	Bu.	683,379,259	658,534,252	24,845,007	3.8	657,656,801	369,945,320	287,711,481	77.8
Barley	7,698,706	4,470,196	3,228,510	72.2	Bu.	173,344,212	119,634,877	53,709,335	44.9	92,458,571	41,631,762	50,826,809	122.1
Buckwheat	878,048	807,060	70,988	8.8	Bu.	14,849,332	11,233,515	3,615,817	32.2	9,330,592	5,747,853	3,582,739	62.3
Rye	2,195,561	2,054,292	141,269	6.9	Bu.	29,520,457	25,568,625	3,951,832	15.5	20,421,812	12,290,540	8,131,272	66.2
Kafir corn and milo maize	1,635,153	266,513	1,368,640	513.5	Bu.	17,597,305	5,169,113	12,428,192	240.4	10,816,940	1,367,040	9,449,900	691.3
Emmer and spelt	573,622		573,622		Bu.	12,702,710		12,702,710		5,584,050		5,584,050	
Rough rice	610,175	342,214	267,961	78.3	Bu.	21,838,580	9,002,886	12,835,694	142.6	16,019,607	6,329,562	9,690,045	153.1
Other grains and seeds										97,536,085	51,626,538	45,909,547	88.9
With acreage reports	5,157,374	4,075,120	1,082,254	26.6						80,987,389	42,572,102	38,415,287	90.2
Dry edible beans	802,991	453,841	349,150	76.9	Bu.	11,251,160	5,064,490	6,186,670	122.2	21,771,482	7,633,636	14,137,846	185.2
Other beans	14,947	25,738	—10,791	—41.9	Bu.	179,733	143,388	36,345	25.3	241,060	134,084	106,976	79.8
Dry peas	1,305,099	968,370	336,729	34.8	Bu.	7,129,294	9,440,210	—2,310,916	—24.5	10,963,739	7,908,966	3,054,773	38.6
Peanuts	869,887	516,654	353,233	68.4	Bu.	19,415,816	11,964,109	7,451,707	62.3	18,271,929	7,270,515	11,001,414	151.3
Flaxseed	2,083,142	2,110,517	—27,375	—1.3	Bu.	19,512,765	19,979,492	—466,727	—2.3	28,970,554	19,624,901	9,345,653	47.6
Miscellaneous seeds	81,308		81,308							768,625		768,625	
Grass seed					Bu.	6,671,348	4,865,078	1,806,270	37.1	15,137,683	8,228,417	6,909,266	84.0
Flower and vegetable seeds										1,411,013	826,019	584,994	70.8
Hay and forage	72,280,776	61,691,069	10,589,707	17.2	Tons.	97,453,735	79,251,562	18,202,173	23.0	824,004,877	484,254,703	339,750,174	70.2
Tobacco	1,294,911	1,101,460	193,451	17.6	Lbs.	1,055,764,806	868,112,865	187,651,941	21.6	104,302,856	56,987,902	47,314,954	83.0
Cotton and cotton seed										824,696,287	370,708,746	453,987,541	122.5
Cotton	32,043,838	24,275,101	7,768,737	32.0	Bales.	10,649,268	9,534,707	1,114,561	11.7	703,619,303	323,758,171	379,861,132	117.3
Cotton seed†					Tons.	5,324,634	4,767,353	557,281	11.7	121,076,984	46,950,575	74,126,409	157.9

*A minus sign (—) denotes decrease.
†Estimated.

DEFENDANT'S EXHIBIT 221.

Table showing acreage, production and value of all cereals by divisions and states, 1909 and 1899, from Abstract of Thirteenth Census of U. S. Page 377.

ALL CEREALS—ACREAGE, PRODUCTION, AND VALUE, BY DIVISIONS AND STATES: 1909 AND 1899.

(A minus sign (—) denotes decrease.)

Table 21.	ACREAGE.				PRODUCTION (BUSHELS).				VALUE.			
DIVISION OR STATE.	1909	1899	Increase.		1909	1899	Increase.		1909	1899	Increase.	
			Amount.	Perct.			Amount.	Perct.			Amount.	Perct.
United States	**191,395,963**	**184,982,220**	**6,413,743**	**3.5**	**4,512,564,465**	**4,438,857,013**	**73,707,452**	**1.7**	**$2,665,539,714**	**$1,482,603,049**	**$1,182,936,665**	**79.8**
Geographic Divisions:												
New England	468,617	505,327	—36,710	—7.3	16,972,973	17,447,477	—474,504	—2.7	10,664,849	7,722,703	2,942,146	38.1
Middle Atlantic	7,430,170	8,452,125	—1,021,955	—12.1	182,950,097	213,777,362	—30,827,265	—14.4	123,246,651	92,032,936	31,213,715	33.9
East North Central	42,305,757	43,553,749	—1,247,992	—2.9	1,382,640,124	1,371,560,131	11,079,993	0.8	731,015,347	428,806,352	302,208,995	70.5
West North Central	83,705,743	75,771,149	7,934,594	10.5	1,936,411,197	1,877,640,699	58,770,498	3.1	1,089,912,479	547,296,135	542,616,344	99.1
South Atlantic	15,282,740	16,964,662	—1,681,922	—9.9	231,040,725	220,394,303	10,646,422	4.8	194,466,951	111,068,436	83,398,515	75.1
East South Central	13,575,676	15,601,376	—2,025,700	—13.0	237,766,717	251,846,755	—14,080,038	—5.6	173,832,911	114,349,649	59,483,262	52.0
West South Central	19,468,212	15,919,053	3,549,159	22.3	309,793,487	326,732,734	—16,939,247	—5.2	194,958,491	109,968,922	84,989,569	77.3
Mountain	3,354,674	1,636,980	1,717,694	104.9	88,929,191	36,715,523	52,213,668	142.2	56,779,935	16,220,286	40,559,649	250.1
Pacific	5,804,374	6,577,799	—773,425	—11.8	126,059,954	122,742,029	3,317,925	2.7	90,662,100	55,137,630	35,524,470	64.4
New England:												
Maine	159,616	166,896	—7,280	—4.4	5,395,168	5,291,655	103,513	2.0	3,100,902	2,138,203	962,699	45.0
New Hampshire	32,928	42,335	—9,407	—22.2	1,355,965	1,677,225	—321,260	—19.2	879,631	774,243	105,388	13.6
Vermont	134,611	160,127	—25,516	—15.9	4,351,467	5,708,140	—1,356,673	—23.8	2,651,877	2,446,585	205,292	8.4
Massachusetts	55,267	53,385	1,882	3.5	2,402,738	1,894,035	508,703	26.9	1,617,131	922,127	695,004	75.4
Rhode Island	12,112	10,552	1,560	14.8	459,384	350,110	109,274	31.2	376,097	189,657	186,440	98.3
Connecticut	74,083	72,032	2,051	2.8	3,008,251	2,526,312	481,939	19.1	2,039,211	1,251,888	787,323	62.9
Middle Atlantic:												
New York	2,602,461	3,125,077	—522,616	—16.7	69,239,218	80,413,695	—11,174,477	—13.9	43,099,988	34,284,705	8,815,283	25.7
New Jersey	503,651	588,853	—85,202	—14.5	14,035,521	15,553,475	—1,517,954	—9.8	9,797,937	6,938,690	2,859,247	41.2
Pennsylvania	4,324,058	4,738,195	—414,137	—8.7	99,675,358	117,810,192	—18,134,834	—15.4	70,348,726	50,809,541	19,539,185	38.5
East North Central												
Ohio	7,649,873	8,214,960	—565,087	—6.9	247,749,763	245,957,855	1,791,908	0.7	137,907,934	91,748,320	46,159,614	50.3
Indiana	8,752,732	8,471,709	281,023	3.3	281,488,700	249,445,647	32,043,053	12.8	151,898,146	81,858,825	70,039,321	85.6
Illinois	16,536,457	16,769,010	—232,553	—1.4	580,954,423	600,107,378	—19,152,955	—3.2	297,523,098	164,784,437	132,738,661	80.5
Michigan	4,415,629	4,721,126	—305,497	—6.5	121,862,638	105,359,403	16,503,235	15.7	70,544,250	41,819,042	28,725,208	68.7
Wisconsin	4,951,066	5,376,944	—425,878	—7.9	150,584,600	170,689,848	—20,105,248	—11.8	73,141,919	48,595,728	24,546,191	50.5

	4				3				2			1
West North Central:												
Minnesota	10,139,850	11,207,069	—1,067,219	—9.5	259,148,531	242,853,903	16,294,628	6.7	140,864,148	85,817,555	55,046,593	64.1
Iowa	15,041,039	16,920,095	—1,879,056	—11.1	489,803,118	593,978,358	-104,175,240	—17.5	230,205,315	147,919,076	82,286,239	55.6
Missouri	10,255,476	10,423,745	—168,269	—1.6	246,786,298	252,772,272	—5,985,974	—2.4	147,980,414	79,574,841	68,405,573	86.0
North Dakota	11,887,141	5,610,374	6,276,767	111.9	217,246,973	90,430,446	126,816,527	140.2	149,133,451	40,126,051	109,007,400	271.7
South Dakota	8,203,519	6,211,223	1,992,296	32.1	174,903,749	101,194,100	73,709,649	72.8	98,953,050	34,506,061	64,446,989	186.8
Nebraska	12,540,049	12,071,703	468,346	3.9	285,078,947	297,865,366	—12,786,419	—4.3	153,666,652	75,730,442	77,936,210	102.9
Kansas	15,638,669	13,326,940	2,311,729	17.3	263,443,581	298,546,254	—35,102,673	—11.8	169,109,449	83,622,109	85,487,340	102.2
South Atlantic:												
Delaware	309,288	318,772	—9,484	—3.0	6,648,544	6,775,575	—127,031	—1.9	4,692,329	3,032,513	1,659,816	54.7
Maryland	1,329,201	1,368,265	—39,064	—2.9	29,183,197	30,985,936	—1,802,739	—5.8	21,908,730	14,505,992	7,402,738	51.0
District of Columbia	452	543	—91	—16.8	13,232	16,300	—3,068	—18.8	9,935	7,039	2,896	41.1
Virginia	2,841,114	3,166,332	—325,218	—10.3	50,283,074	49,470,178	812,896	1.6	39,993,929	23,759,479	16,234,450	68.3
West Virginia	1,038,931	1,307,428	—268,497	—20.5	22,116,677	23,152,668	—1,035,991	—4.5	15,997,700	11,571,334	4,426,366	38.3
North Carolina	3,250,870	3,794,064	—543,194	—14.3	41,117,292	42,090,432	—973,140	—2.3	37,848,797	22,082,175	15,766,622	71.4
South Carolina	1,955,695	2,251,050	—295,355	—13.1	27,493,754	22,834,720	4,659,034	20.4	25,434,539	12,722,415	12,712,124	99.9
Georgia	3,906,703	4,150,886	—244,183	—5.9	46,536,619	39,372,927	7,163,692	18.2	42,405,019	20,481,157	21,923,862	107.0
Florida	650,486	607,322	43,164	7.1	7,648,336	5,695,567	1,952,769	34.3	6,175,973	2,906,332	3,269,641	112.5
East South Central:												
Kentucky	4,323,702	5,085,529	—761,827	—15.0	94,836,975	92,422,566	2,414,409	2.6	60,738,651	39,692,771	21,045,880	53.0
Tennessee	4,136,647	5,055,328	—918,681	—18.2	79,148,649	82,095,132	—2,946,483	—3.6	55,302,278	36,914,592	18,387,686	49.8
Alabama	2,844,824	3,088,454	—243,630	—7.9	34,072,032	37,610,914	—3,538,882	—9.4	30,927,210	18,424,318	12,502,892	67.9
Mississippi	2,270,503	2,372,065	—101,562	—4.3	29,709,061	39,718,143	—10,009,082	—25.2	26,864,772	19,317,968	7,546,804	39.1
West South Central:												
Arkansas	2,564,898	2,980,684	—415,786	—13.9	42,655,839	50,527,455	—7,871,616	—15.6	31,262,922	20,233,270	11,029,652	54.5
Louisiana	1,938,357	1,573,759	364,598	23.2	37,273,196	28,594,874	8,678,322	30.4	24,786,984	14,491,796	10,295,188	71.0
Oklahoma	8,248,653	*4,431,819	3,816,834	86.1	129,816,483	*100,318,982	29,497,501	29.4	71,798,662	*28,111,290	43,687,372	155.4
Texas	6,716,304	6,932,791	—216,487	—3.1	100,047,969	147,291,423	-47,243,454	—32.1	67,109,923	47,132,566	19,977,357	42.4
Mountain:												
Montana	635,807	254,231	381,576	150.1	21,239,157	7,599,180	13,639,977	179.5	12,251,345	3,267,726	8,983,619	274.9
Idaho	847,138	369,788	477,350	129.1	26,528,174	8,394,800	18,133,374	216.0	16,026,676	3,212,387	12,814,289	398.9
Wyoming	186,947	50,528	136,419	270.0	4,523,310	1,195,775	3,327,535	278.3	2,744,502	528,481	2,216,021	419.3
Colorado	1,057,905	525,299	532,606	101.4	22,322,328	10,501,528	11,820,800	112.6	14,787,519	4,700,271	10,087,248	214.6
New Mexico	218,037	96,402	121,635	126.2	2,975,383	1,653,102	1,322,281	80.0	2,382,996	979,903	1,403,093	143.2
Arizona	75,269	53,958	21,311	39.5	1,878,960	1,147,262	731,698	63.8	1,570,853	673,639	897,214	133.2
Utah	298,613	255,699	42,914	16.8	8,296,625	5,381,125	2,915,500	54.2	6,092,281	2,386,789	3,705,492	155.3
Nevada	34,958	31,075	3,883	12.5	1,165,254	842,751	322,503	38.3	923,763	471,090	452,673	96.1
Pacific:												
Washington	2,591,582	1,350,897	1,240,685	91.8	60,610,807	30,430,585	30,180,222	99.2	44,762,138	12,191,397	32,570,741	267.2
Oregon	1,242,300	1,222,648	19,652	1.6	26,343,230	23,225,515	3,117,715	13.4	17,860,136	9,271,500	8,588,636	92.6
California	1,970,492	4,004,254	—2,033,762	—50.8	39,105,917	69,085,929	—29,980,012	—43.4	28,039,826	33,674,733	—5,634,907	—16.7

*Includes Indian Territory.

DEFENDANTS' EXHIBIT 222.

Table showing per cent of increase in value of Principal Farm Crops in 1909 over 1899 from Abstract of Thirteenth Census of U. S. Page 363.

Table 3		AVERAGE VALUE PER UNIT				VALUE OF CROPS.			INCREASES: 1899 TO 1909*				Excess of actual Values of Crops of 1909 over values Computed for 1909 on basis of prices of 1899.	
Crop.	Unit.	1909	1899	Increase, 1899 to 1909.		As reported, 1909	Computed for 1909 on basis of prices of 1899.	As reported, 1899	On basis of values as reported.		On basis of prices of 1899 for crops of 1909.			
				Amount.	Per cent.				Amount.	Per cent.	Amount.	Per cent.	Amount.	Per cent.
All crops						**$5,487,161,223**		**$2,998,704,412**	**$2,488,456,811**	**83.0**				
Crops compared						**4,934,489,828**	**$2,962,358,477**	**2,691,978,541**	**2,242,511,287**	**83.3**	**$270,379,936**	**10.0**	**$1,972,131,351**	**66.6**
Crops not compared						**552,671,395**		**306,725,871**	**245,945,524**	**80.2**				
Cereals						2,665,539,714	1,510,529,214	1,482,603,049	1,182,936,665	79.8	27,926,165	1.9	1,155,010,500	76.5
Corn	Bu.	$0.56365	$0.31061	$0.25304	81.5	1,438,553,919	792,735,621	828,192,388	610,361,531	73.7	—35,456,767	—4.3	645,818,298	81.5
Oats	Bu.	0.41176	0.23013	0.18163	78.9	414,697,422	231,773,814	217,098,584	197,598,838	91.0	14,675,230	6.8	182,923,608	78.9
Wheat	Bu.	0.96236	0.56177	0.40059	71.3	657,656,801	383,901,966	369,945,320	287,711,481	77.8	13,956,646	3.8	273,754,835	71.3
Barley	Bu.	0.53338	0.34799	0.18539	53.3	92,458,571	60,322,052	41,631,762	50,826,809	122.1	18,690,290	44.9	32,136,519	53.3
Buckwheat	Bu.	0.62835	0.51167	0.11668	22.8	9,330,592	7,597,958	5,747,853	3,582,739	62.3	1,850,105	32.2	1,732,634	22.8
Rye	Bu.	0.69179	0.48069	0.21110	43.9	20,421,812	14,190,188	12,290,540	8,131,272	66.2	1,899,648	15.5	6,231,624	43.9
Kafir corn and milo maize	Bu.	0.61469	0.26446	0.35023	132.4	10,816,940	4,653,783	1,367,040	9,449,900	691.3	3,286,743	240.4	6,163,157	132.4
Emmer and Spelt	Bu.	0.43960		0.43960		5,584,050			5,584,050				5,584,050	
Rough Rice	Bu.	0.73355	0.70306	0.03049	4.3	16,019,607	15,353,832	6,329,562	9,690,045	153.1	9,024,270	142.6	665,775	4.3
Hay and forage	Ton.	8.45534	6.11035	2.34499	38.4	824,004,877	595,476,430	484,254,703	339,750,174	70.2	111,221,727	23.0	228,528,447	38.4

*A minus sign (—) denotes decrease.

1

TABULATIONS SHOWING SALES IN THE UNITED STATES OF CERTAIN MACHINES BY THE MOLINE PLOW COMPANY AND OTHERS.

Pursuant to the stipulation entered on the record when the taking of testimony was closed, June 27, 1913, Record, vol. 14, page 172, the following statements of output of binders, mowers, etc., were furnished to the Examiner, and are now entered on the record; these figures relate to domestic sales:

2

Moline Plow Company.

(This company purchased, in January, 1913, the Adriance Platt Company of Poughkeepsie, N. Y.; therefore, the figures for 1912 are those of the latter company.)

	1912	1913 (to date, year finishing in October).
Corn Binders	336	384
Grain Binders	898	1600
Reapers	230	115
Mowers	5683	6364
3 Rakes	2286	2722

The Johnston Harvester Co., Batavia, N. Y., for the Year 1912.

Mowers	7843
Reapers	216
Binders	2798
Corn Binders	3870
Rakes	5653

4

The Walter A. Wood Mowing & Reaping Machine Company, Hoosick Falls, N. Y., for 1912.

Mowers	7,125
Rakes	3,586
Binders	860

The Thomas Mfg. Co., Springfield, O., for 1912.

Mowing machines	4,000
Rakes	2,700
Tedders	200
Loader	200

RICHARDSON MANUFACTURING CO., OF WORCESTER, MASS., MOWERS, 1912. 1

1912 Mowers 2,026

DEERE & CO., FOR THE FOLLOWING ARTICLES FOR THE YEARS NAMED BELOW.

Year	Spreaders	Wagons	Hay Loaders	Sweep Rakes	Stackers	Mowers
1902	2,223	14,834	5,253	5,367	2,056	.....
1903	4,269	14,692	8,634	6,509	2,146	.....
1904	4,927	15,712	11,286	8,213	2,730	.....
1905	5,704	19,787	11,223	8,344	3,005	37
1906	8,811	23,171	10,330	6,463	2,794	490
1907	10,448	23,520	8,222	8,740	3,421	1,931
1908	7,236	12,075	13,487	10,794	4,415	3,092
1909	10,568	18,638	11,462	12,633	5,311	4,384
1910	7,769	24,353	11,518	13,318	5,722	6,451
1911	4,551	21,348	7,310	7,638	2,539	6,725
1912	.....	.....	.....	.....	.....	9,560

2

THE MINNESOTA STATE PRISON. 3

(Total Machine Sales by Year.)

	1908	1909	1910	1911	1912	1913 (To June 13, 1913.)
Binders		8	72	685	1127	2032
Mowers	5	25	232	958	1674	2173
Rakes				23	730	1079
Tongue Trucks				316	934	1420
Transport Trucks				77	168	212

TWINE SALES. 4

1902	5,467,185 lbs.	
1903	7,056,380 "	
1904	10,057,000 "	
1905	11,171,960 "	
1906	13,274,405 "	
1907	13,062,365 "	
1908	14,496,745 "	
1909	15,984,535 "	
1910	17,028,555 "	
1911	13,308,260 "	
1912	15,580,695 "	
1913	17,985,965 "	(To Aug. 1, 1913.)

1 GANG PLOWS AND GRAIN ELEVATORS SOLD BY THE I. H. CO. OF AM.

Years	Gang Plows	Grain Elevators
1908	1	.....
1909	35	.....
1910	130	54
1911	172	149
1912	765	1,003

2

3

4

DEFENDANTS' EXHIBIT 120.

STATEMENT OF CAPITALIZATION OF 304 AGRICULTURAL IMPLEMENT MANUFACTURERS IN THE UNITED STATES (EXCLUSIVE OF THE INTERNATIONAL HA
SHOWING CAPITAL STOCK IN 1902, INCREASES IN CAPITAL STOCK FOR THE ENSUING TEN YEARS, AND CAPITAL STOCK IN 1913

SUMMARY

	Capital Stock in October, 1902		Increase in Capital Stock by Years										
	Authorized	Issued	1902	1903	1904	1905	1906	1907	1908	1909	1910	1911	1912–1913
Sheet No. 1	$11,672,800.00	$10,543,325.00	.....	$ 6,165,000.00	$ 2,090,000.00	$ 125,000.00	$ 550,000.00	$ 3,925,000.00	$ 3,620,000.00	$ 450,000.00	$ 700,000.00	$ 35,715,000.00	$ **435,000.0**
Sheet No. 2	9,716,600.00	7,941,120.00	$5,000,000.00	1,265,000.00	240,000.00	475,000.00	555,000.00	530,000.00	1,645,000.00	10,850,000.00	905,000.00	52,607,000.00	44,875,000.0
Sheet No. 3	6,941,000.00	6,381,700.00	500,000.00	1,185,000.00	10,210,000.00	1,270,000.00	580,000.00	600,000.00	325,000.00	1,050,000.00	1,800,000.00	1,019,000.00	2,732,000.0
Sheet No. 4	14,863,000.00	12,294,700.00	850,000.00	2,970,000.00	1,100,000.00	1,355,000.00	2,265,000.00	890,000.00	1,850,000.00	2,970,000.00	2,645,000.00	24,475,000.00	30,832,500.0
Sheet No. 5	10,779,400.00	9,667,850.00	.....	.....	325,000.00	1,450,000.00	195,000.00	1,685,000.00	250,000.00	484,000.00	825,000.00	840,000.00	11,725,000.0
Total	$53,972,800.00	$46,828,695.00	$ 6,350,000.00	$11,585,000.00	$13,965,000.00	$ 4,675,000.00	$ 4,145,000.00	$ 7,630,000.00	$ 7,690,000.00	$15,804,000.00	$ 6,875,000.00	$114,656,000.00	$89,729,500.0

Black figures indicate that the capital stock has been retired by the issuance of capital stock of another company.
The capital investment of fourteen co-partnerships has been included under the caption "Capital Stock in 1912–1913—Issued."
The tabulated figures do not include borrowed money, bonds, or surplus; where such information is available it is shown in foot notes.

120.

UNITED STATES (EXCLUSIVE OF THE INTERNATIONAL HARVESTER COMPANY)
THE ENSUING TEN YEARS, AND CAPITAL STOCK IN 1913

al Stock by Years 1908	1909	1910	1911	1912–1913	Total	Capital Stock in 1912–1913 Authorized	Issued
$ 3,620,000.00	$ 450,000.00	$ 700,000.00	$ 35,715,000.00	$ 435,000.00	$ 52,905,000.00	$ 64,577,800.00	$ 42,616,820.00
1,645,000.00	10,850,000.00	905,000.00	52,607,000.00	44,875,000.00	118,947,000.00	128,663,600.00	91,047,850.00
325,000.00	1,050,000.00	1,800,000.00	1,019,000.00	2,732,000.00	21,271,000.00	28,212,000.00	20,452,350.00
1,850,000.00	2,970,000.00	2,645,000.00	24,475,000.00	30,832,500.00	72,202,500.00	87,065,500.00	56,856,170.83
250,000.00	484,000.00	825,000.00	840,000.00	11,725,000.00	17,779,000.00	28,558,400.00	17,296,876.00
$ 7,690,000.00	$15,804,000.00	$ 6,875,000.00	$114,656,000.00	$89,729,500.00	$283,104,500.00	$337,077,300.00	$228,270,066.83

nce of capital stock of another company.
r the caption "Capital Stock in 1912–1913—Issued."
where such information is available it is shown in foot notes.

STATEMENT OF CAPITALIZATION OF 304 AGRICULTURAL IMPLEMENT MANUFACTURERS IN THE UNITED STATES (EXCLUSIVE OF THE INTERNATIONA
SHOWING CAPITAL STOCK IN 1902, INCREASES IN CAPITAL STOCK FOR THE ENSUING TEN YEARS, AND CAPITAL STOCK IN

NAME, LOCATION AND LINE OF MANUFACTURE	Date of Organization	Capital Stock in October, 1902		Increase in Capital Stock by Years							
		Authorized	Issued	1902	1903	1904	1905	1906	1907	1908	1909
Abenaque Machine Works, Westminster Sta., Vt.—Gasoline Engines, Tractors, and Contractors' Outfits	1903				$ 40,000						
Acme Harvesting Machine Co., Peoria, Ill.—Binders, Mowers, Headers, Rakes and Stackers	1908									$3,500,000	
Adriance, Platt & Co., Poughkeepsie, N. Y.—Binders, Mowers, Reapers, Rakes and Harrows	1882	$ 500,000	$ 500,000			$ 500,000					
Advance Manfg. Co., Hamilton, —Gas and Gasoline Engines	1887	35,000	35,000								
Advance Thresher Co., Battle Creek, Mich.—Threshers and Traction Engines	1888	1,500,000	1,498,975								
Akron Cultivator Co., Akron, Ohio—Riding and Walking Cultivators	1894	100,000	100,000								
Allen & Co., S. L., Philadelphia, Pa.—Agricultural Implements and Coasters	Not given										
Alma Manfg. Co., Alma, Mich.—Gasoline Engines and Motor Trucks	1903				100,000	200,000					
American Seeding Machine Co., Springfield, Ohio—Seeding Machinery	1903				7,500,000						
American Seeding Constituent Companies—Seeding Machinery	1902	1,500,000	1,500,000		1,500,000						
American Separator Co., Bainbridge, N. Y.—Cream Separators	1895	50,000	50,000								
Ames Plow Co., Boston, Mass.—Plows, Cultivators, Tools, Wagons, Corn Planters, etc	1864	200,000	200,000								
Anchor Bolt and Nut Co., Poughkeepsie, N. Y.—Rakes, Harrows, Land Rollers	1908									45,000	
Ann Arbor Machine Co., Ann Arbor, Mich.—Hay Presses	1905						$ 100,000				
Appleton Manfg. Co., Batavia, Ill.—Feed Grinders, Spreaders, Huskers, etc	1875	200,000	200,000								
Augustine Rotary Mill and Factory Eng. Co., Mt. Vernon, Ohio—Gas Engines	1912										
Aultman & Taylor Machinery Co., Mansfield, Ohio—Threshers, Corn Hullers, Engines and Tractors	1891	500,000	500,000					$ 500,000			
Avery & Sons, B. F., Louisville, Ky.—Plows, Planters, Cultivators, Harrows	1825	1,400,000	1,164,000								$100,000
Babcock Manfg. Co., Leonardsville, N. Y.—Harrows, Cultivators, Feed Cutters, Sprayers, etc	1901	35,000	35,000								
Bain Wagon Co., Kenosha, Wis.—Wagons	1882	400,000	400,000								
Batavia Machine Co., Batavia, N. Y.—Threshers and Bean Harvesters	1911										
Ballon Manfg. Co., Belding, Mich.—Gasoline Engines, Sprayers, Concrete Mixers, etc	Not given	25,000	25,000					25,000		50,000	
Bateman Manfg. Co., Greenlock, N. J.—Tillage Implements	1893	100,000	100,000								
Bayley Co., The William, Springfield, Ohio—Corn Shellers, Grist Mills, Fencing, etc	Not given	50,000	50,000								50,000
Beatrice Iron Works, Beatrice, Neb.—Cultivators, Drills, Land Rollers, Steel Tanks, Manfg. Machinery, etc	1907								$ 50,000		
Belcher & Taylor Agrl. Tool Co., Chicapee Falls, Mass.—Plows, Harrows, Planters, Shellers, etc	1864	50,000	50,000								
Bell Co., C. S., Hillsboro, Ohio—Bells, Sugar Machinery and Grinding Mills	1894	100,000	100,000								100,000
Belleville Baler Co., Belleville, Ill.—Hay Presses	1908									25,000	
Best Gas Traction Co., C. L., Oakland, Calif.—Gas Tractors, Electric Harvesters and Castings	1910										
Best Manfg. Co., San Leandro, Calif.—Tractors, Harvesters and Wagons	1893	600,000	250,000								
Birdsell Manfg. Co., South Bend, Ind.—Clover and Alfalfa Hullers and Wagons	1870	50,000	50,000						200,000		
Bloom Manfg. Co., Nashua, Iowa—Agricultural Implements and Manure Spreaders	1907								25,000		
Bloomer Machine Works, Bloomer, Wis.—Gasoline Engines, Pump Jacks, etc	1911										
Bowsher Co., N. P., South Bend, Ind.—Feed Grinders and "Specialties"	1897	25,000	25,000								
Brown Manfg. Co., Zanesville, Ohio—Wagons, Cultivators, Harrows, Planters and Plows	1873	300,000	228,700								
Bryan Plow Co., Bryan, Ohio—Plows	1884	40,000	40,000								
Buch's Sons Co., A., Elizabethtown, Pa.—Land Rollers, Corn Shellers, Lawn Swings, Wheel Barrows, Clod Crushers, etc	1904					150,000			100,000		
Bucher & Gibbs Plow Co., Canton, Ohio—Plows and Tillage Implements	1886	700,000	584,250								
Buffalo Pitts Co., Buffalo, N. Y.—Threshers, Tractors, Bean and Pea Hullers, etc	1877	850,000	850,000								
Caldwell Manfg. Co., Columbus, Ind.—Manure Spreaders and Feed Grinders	1907								100,000		
Callahan Co., W. P., Dayton, Ohio—Gas and Gasoline Engines, Hydraulic Oil Machinery	1907								400,000		
Capital Gas Engine Co., Indianapolis, Ind.—Gas Engines	Not given										
Carver Wagon Co., Morristown, Tenn.—Wagons	1909										50,000
Case Plow Works, J. I., Racine, Wis.—Plows, Harrows, Cultivators, Planters and Stock Cutters	1885	650,000	400,000								
Case Threshing Machine Co., J. I., Racine, Wis.—Threshers, Engines, Tractors, Road Rollers, Rock Crushers, Plows, Sprinklers, Automobiles, Corn Huskers, Balers, etc	1880	1,000,000	1,000,000			1,000,000			3,000,000		
Challenge Co., Batavia, Ill.—Wind Mills, Gas Engines, Tanks, Feed Grinders, Pumps, Swings, etc	1882	30,000	30,000								
Chamberlain Machine Works, Waterloo, Iowa—Pumps, Jacks, Cream Separator Repairs	1904					20,000					
Charter Gas Engine Company, Sterling, Ill.—Gas Engines	1871	107,800	107,800								
Chase Manfg. Co., Masón City, Iowa—Gasoline Engines and Manure Spreaders	1910										
Chattanooga Plow Co., Chattanooga, Tenn.—Plows, Cane Mills, Hay Presses, etc	1883	50,000	50,000								
Chattanooga Wagon Co., Chattanooga, Tenn.—Wagons	1896	200,000	125,000								
Children's Sons Manfg. Co., E., Council Bluffs, Iowa—Cultivators, Hay Tools and Corn Grinders	1904					200,000					
Chase City Manfg. Co., Chase City, Va.—Wagons, Carts and Trucks	1896	100,000	69,600								
Clark Machine Co., St. Johnsville, N. Y.—Threshers and Gasoline Engines	1904					20,000					
Collins Plow Co., Quincy, Ill.—Hay Presses, Plows, Harrows, etc	1882	75,000	75,000								
Commercial Engine Co., Los Angeles, Calif.—Gas Engines and Well Drilling Machinery	1905						25,000		50,000		
Cooper Wagon and Buggy Co., Dubuque, Iowa—Wagons	1899	100,000	100,000								
Cushman Motor Works, Lincoln, Neb.—Gasoline Engines	1903				25,000			25,000			150,000
Cutaway Harrow Co., Higganum, Conn.—Agricultural Implements	1891	50,000	50,000								
		$11,672,800	$10,543,325		$6,165,000	$2,090,000	$125,000	$550,000	$3,925,000	$3,620,000	$450,000

a Not incorporated.

c Now branch of Moline Plow Co.

d Acquired by M. Rumely Co. in 1911.

e Surplus $732,744.80.

f Surplus $ 42,746.73.

g Surplus $44

Increase in Capital Stock by Years											Capital Stock in 1912–1913		
1903	1904	1905	1906	1907	1908	1909	1910	1911	1912–1913	Total	Authorized	Issued	
$ 40,000										$ 40,000	$ 40,000	$ 40,000	
					$3,500,000					3,500,000	3,500,000	3,500,000	
	$ 500,000								$1,000,000	500,000			c
											35,000	35,000	
								$1,490,000		1,490,000	10,000	10,000	d
											100,000	100,000	
												1,100,000	a
100,000	200,000									300,000	300,000	125,000	
7,500,000										7,500,000	7,500,000	7,500,000	
1,500,000										1,500,000			
											50,000	50,000	
								100,000		100,000	300,000	275,000	
					45,000					45,000	45,000	22,500	
		$ 100,000								100,000	100,000	100,000	
											200,000	200,000	
									500,000	500,000	500,000	210,000	
			$ 500,000							500,000	1,000,000	1,000,000	e
						$100,000				100,000	1,500,000	1,264,000	
											35,000	35,000	f
											400,000	400,000	
								100,000		100,000	100,000	72,400	
			25,000		50,000					75,000	100,000	50,000	
								1,900,000		1,900,000	2,000,000	656,100	
						50,000				50,000	100,000	72,000	
				$ 50,000					100,000	150,000	150,000	42,000	
											50,000	50,000	
						100,000				100,000	200,000	200,000	
					25,000					25,000	25,000	25,000	
							$500,000			500,000	500,000	107,000	
									350,000	350,000	250,000	250,000	
				200,000						200,000	250,000	250,000	
				25,000						25,000	25,000	6,000	
								25,000	15,000	40,000	40,000	22,500	
											25,000	25,000	
											300,000	228,700	
											40,000	40,000	
	150,000			100,000						250,000	250,000	226,100	
											700,000	584,250	
											850,000	850,000	
				100,000						100,000	100,000	80,000	
				400,000						400,000	400,000	400,000	
												100,000	a
						50,000				50,000	50,000	30,300	
											650,000	594,900	
	1,000,000			3,000,000				35,000,000		39,000,000	40,000,000	20,450,000	
											30,000	30,000	
	20,000							80,000		100,000	100,000	50,300	
											107,800	107,800	
							200,000		300,000	500,000	500,000	160,000	
											50,000	50,000	g
											200,000	150,000	h
	200,000									200,000	200,000	110,000	
											100,000	82,100	
	20,000									20,000	20,000	20,000	
											75,000	75,000	
		25,000		50,000						75,000	75,000	67,870	
											100,000	100,000	
25,000			25,000			150,000				200,000	200,000	185,000	
											50,000	50,000	
$6,165,000	$2,090,000	$125,000	$550,000	$3,925,000	$3,620,000	$450,000	$700,000	$35,715,000	$435,000	$52,905,000	$64,577,800	$42,616,820	

e Surplus $732,744.80. f Surplus $ 42,746.73. g Surplus $444,445.63. h Surplus $120,000.00.

STATEMENT OF CAPITALIZATION OF 304 AGRICULTURAL IMPLEMENT MANUFACTURERS IN THE UNITED STATES (EXCLUSIVE OF THE INTERNATIONAL H
SHOWING CAPITAL STOCK IN 1902, INCREASES IN CAPITAL STOCK FOR THE ENSUING TEN YEARS, AND CAPITAL STOCK IN 1913—Contin

NAME, LOCATION AND LINE OF MANUFACTURE	Date of Organization	Capital Stock in October, 1902		Increase in Capital Stock by Years								
		Authorized	Issued	1902	1903	1904	1905	1906	1907	1908	1909	1910
Dain Manfg. Co. of Iowa, Ottumwa, Iowa—Hay Making Machinery	1902	$ 200,000	$ 200,000		$100,000		$100,000			$200,000		
Dairy Cream Separator Co., Lebanon, Ind.—Cream Separators	1907								$115,000			
Dakota Plow and Wagon Co., Sioux Falls, S. D.—Plows, Wagons, and Other Farm Machinery	1911											
Daley, M. H., Charles City, Iowa—Harrows, Carts, Washing Machines	1892											
Davenport Wagon Co., Davenport, Iowa—Wagons	1911											
Davidson-Dietrich Plow Co., Evansville, Ind.—Plows	1908									50,000		
Davis Wagon Co., Columbus, Ga.—Wagons	1901	100,000	75,000									
Deere & Co., Moline, Ill.—Farm Implements	1868	1,500,000	1,500,000	$4,500,000							$4,000,000	
Deere & Mansur Co., Moline, Ill.—Farm Implements	1877	400,000	400,000		800,000						1,300,000	
Deere Carriage Co., St. Louis, Mo.—Buggies and Vehicles	1901	250,000	250,000					$350,000				
Dempster Mill Manfg. Co., Beatrice, Neb.—Wind Mills, Pumps, Tanks, Gasoline Engines, Cultivators, Drills, Hay Stackers and Sweeps	1886	1,000,000	249,420									
Deyo-Macey Engine Co., Binghamton, N. Y.—Gasoline Engines and Sprayers	1910											$100,
Diamond Iron Works, Minneapolis, Minn.—Tractors, Engines and Saw Mill Machinery	1903				100,000		150,000					
Domestic Engine and Pump Co., Shippensburg, Pa.—Gasoline Engines and Metal Pumps	1904					$200,000						
Dowagiac Drill Co., Dowagiac, Mich.—Grain Seeding Machinery	1881	50,000	50,000									
Dunham Co., The, Berea, Ohio—Agricultural Implements	1909										150,000	
Duplex Manfg. Co., Superior, Wis.—Wind Mills, Pumps, Feed Mills, Wood Saws, etc	1886	200,000	100,100									
Duplex Mill and Manfg. Co., Springfield, Ohio—Grinding Mills, Elevators and Farm Tool Grinders	1908									50,000		
Eagle Manfg. Co., Muskogee, Okla.—Hay Presses and Implements	1911											
Eddy Plow Co., W., Greenwich, N. Y.—Plows and Other Agricultural Implements	1908									100,000		
Electric Wheel Co., Quincy, Ill.—Tractors, Wagons, Trucks, Wheels, etc	1890	120,000	120,000							180,000		
Ellis Keystone Agl. Works, Pottstown, Pa.—Threshers, Horse Powers, Feed Cutters, etc	1876	100,000	40,000									
Emerson-Brantingham Co., Rockford, Ill.—Agricultural Implements	1895-1909	500,000	500,000	500,000							2,000,000	
Empire Plow Co., The, Cleveland, Ohio—Agricultural Implements	1890	500,000	210,000									
Enterprise Machine Co., Minneapolis, Minn.—Gasoline Engines	1911											
Enterprise Manfg. Co., Columbiana, Ohio—Portable and Stationary Steam Engines and Saw Mills	Not given											
Eureka Mower Co., Utica, N. Y.—Corn and Other Planters and Seeders, Mowers, Harrows, etc	1905						100,000					
Eves & Co., John, Millville, Pa.—Farm and Other Wagons	1911											
Farquhar Co., Ltd., A. B., York, Pa.—Agricultural Implements	1889	166,600	166,600									
Faultless Engine Co., Kansas City, Mo.—Gas and Gasoline Engines	1911											
Fetzer Co., The Wm., Springfield, Ill.—Grain Drills	1908									100,000		
Field-Brundage Co., Jackson, Mich.—Gas and Gasoline Engines	1904					40,000	20,000					
Field Force Pump Co., Elmira, N. Y.—Gasoline Engines and Spraying Machinery	1901	50,000	50,000									100,
Florence Wagon Co., Florence, Ala.—Wagons and Trucks	1898	100,000	100,000		50,000			75,000	25,000			
Foos Gas Engine Co., Springfield, Ohio—Gas and Gasoline Engines	1897	150,000	150,000							10,000		
Ft. Madison Plow Co., Ft. Madison, Iowa—Plows, Listers and Harrows	1908									125,000		25,
Ft. Smith Wagon Co., Ft. Smith, Ark.—Farm Wagons	1903				200,000		100,000		250,000			
Freeman & Sons Manfg. Co., S., Racine, Wis.—Boilers, Smoke Stacks, Tanks, Cement Kilns, Seeders, Horse Powers, Feed Cutters, Shellers, etc	1886	150,000	150,000									
Freemont Manfg. Co., Fremont, Neb.—Sweeps and Stackers	1911											
Frick Co., Waynesboro, Pa.—Tractors, Engines, Threshers, Refrigerating Machinery, etc	1885	1,000,000	500,000									
Gaar, Scott & Co., Richmond, Ind.—Threshers and Other Agricultural Machinery	1870	400,000	350,000									
Gale Manfg. Co., Albion, Mich.—Agricultural Implements	1873	500,000	500,000							300,000		
Galesburg Coulter Disc Co., Galesburg, Ill.—Coulters and Agricultural Implement Parts	Not given	100,000	100,000									
Galloway Co., Wm., Waterloo, Iowa—Spreaders, Gas Engines, Separators, Harrows, Washing Machines, Grain Drills, etc	1906							100,000	100,000	200,000	3,100,000	
Galva Heater Co., Galva, Ill.—Heating Boilers and Corn Planters	1910											30,
Gas Traction Co., Minneapolis, Minn.—Traction Engines	1908									300,000	200,000	
Geiser Manfg. Co., Greencastle and Waynesboro, Pa.—Threshers, Engines and Tractors	1869	1,500,000	1,500,000									500,
Gestring Wagon Co., St. Louis, Mo.—Farm Wagons	1897	100,000	100,000									
Gile Boat and Engine Co., Ludington, Mich.—Gasoline Engines and Launches	1909										100,000	
Globe Foundry and Machine Co., Sheboygan, Wis.—Ensilage Machines, Saw Outfits and Gasoline Engines	1857	30,000	30,000									
Gowanda Agricultural Works, Gowanda, N. Y.—Plows, Cultivators, Field Rollers, Feed Cutters, etc	1832											
Grand Detour Plow Co., Dixon, Ill.—Plows, Harrows, Cultivators, Listers, etc	1837	500,000	500,000									
Granite State Mowing Machine Co., Hinsdale, N. H.—Mowing Machines	1903				15,000		5,000					
Gray's Sons, A. W., Middletown Springs, Vt.—Horse Powers, Threshers, Sawing Machines and Ensilage Cutters	1894	50,000	50,000									
Gray Motor Car Co., Detroit, Mich.—Gasoline, Marine and Stationary Engines	1906							30,000	40,000	30,000		150,
		$9,716,600	$7,941,120	$5,000,000	$1,265,000	$240,000	$475,000	$555,000	$530,000	$1,645,000	$10,850,000	$905,

a Not incorporated. b Taken over by Deere & Co. d Acquired by M. Rumely Co. in 1911. e Surplus $98,000.00. f One-third of total capital. g Surplus $9,102.89. h One-half

CTURERS IN THE UNITED STATES (EXCLUSIVE OF THE INTERNATIONAL HARVESTER COMPANY) 2
STOCK FOR THE ENSUING TEN YEARS, AND CAPITAL STOCK IN 1913—Continued.

	Increase in Capital Stock by Years										Capital Stock in 1912–1913		
1903	1904	1905	1906	1907	1908	1909	1910	1911	1912–1913	Total	Authorized	Issued	
$100,000	.....	$100,000	.....	.....	$200,000	.....	.....	$ 600,000	.....	$ 200,000	.....	.....	b
.....	.....	.....	.....	$115,000	.....	.....	.....	.....	.....	115,000	$ 115,000	$ 65,000	
.....	.....	.....	.....	.....	.....	.....	.....	250,000	.....	250,000	250,000	200,000	
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	14,000	a
.....	.....	.....	.....	.....	.....	.....	.....	{300,000 300,000}	.....	.....	.....	.....	b
.....	.....	.....	.....	.....	50,000	.....	.....	.....	.....	50,000	50,000	50,000	
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	100,000	75,000	
.....	.....	.....	.....	.....	.....	$4,000,000	.....	55,000,000	.....	63,500,000	65,000,000	58,007,100	
800,000	.....	.....	.....	.....	.....	1,300,000	.....	2,500,000	.....	400,000	.....	.....	b
.....	.....	.....	$350,000	.....	.....	.....	.....	600,000	.....	250,000	.....	.....	b
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	1,000,000	888,200	
.....	.....	.....	.....	.....	.....	.....	$100,000	.....	.....	100,000	100,000	83,400	
100,000	.....	150,000	.....	.....	.....	.....	.....	.....	.....	250,000	250,000	231,000	
.....	$200,000	.....	.....	.....	.....	.....	.....	.....	.....	200,000	200,000	100,000	
.....	.....	.....	.....	.....	.....	.....	.....	150,000	.....	150,000	200,000	200,000	
.....	.....	.....	.....	.....	.....	150,000	.....	.....	.....	150,000	150,000	125,000	
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	200,000	100,100	
.....	.....	.....	.....	.....	50,000	.....	.....	.....	.....	50,000	50,000	35,000	
.....	.....	.....	.....	.....	.....	.....	.....	200,000	.....	200,000	200,000	155,000	
.....	.....	.....	.....	.....	100,000	.....	.....	.....	.....	100,000	100,000	55,760	
.....	.....	.....	.....	.....	180,000	.....	.....	.....	.....	180,000	300,000	300,000	
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	100,000	80,000	e
.....	.....	.....	.....	.....	.....	2,000,000	.....	.....	$47,000,000	49,500,000	50,000,000	22,303,000	
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	500,000	210,000	
.....	.....	.....	.....	.....	.....	.....	.....	125,000	.....	125,000	125,000	70,000	
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	200,000	a
.....	.....	100,000	.....	.....	.....	.....	.....	.....	.....	100,000	100,000	60,000	
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	17,000	a
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	166,600	166,600	f
.....	.....	.....	.....	.....	.....	.....	.....	12,000	.....	12,000	12,000	11,300	
.....	.....	.....	.....	.....	100,000	.....	.....	.....	.....	100,000	100,000	100,000	
.....	40,000	20,000	.....	.....	.....	.....	.....	.....	.....	60,000	60,000	60,000	
.....	.....	.....	.....	.....	.....	.....	100,000	.....	.....	100,000	150,000	80,400	
50,000	.....	.....	75,000	25,000	.....	.....	.....	.....	.....	150,000	250,000	208,600	
.....	.....	.....	.....	.....	10,000	.....	.....	.....	150,000	160,000	310,000	269,800	
.....	.....	.....	.....	.....	125,000	.....	25,000	.....	.....	150,006	150,000	123,450	g
200,000	.....	100,060	.....	250,000	.....	.....	.....	550,000	.....	.....	.....	.....	b
.....	.....	.....	.....	.....	.....	.....	.....	.....	75,000	75,000	225,000	185,900	
.....	.....	.....	.....	.....	.....	.....	.....	50,000	.....	50,000	50,000	47,500	
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	1,000,000	750,000	h
.....	.....	.....	.....	.....	.....	.....	.....	400,000	.....	400,000	.....	.....	d
.....	.....	.....	.....	.....	300,000	.....	.....	1,200,000	.....	1,500,000	2,000,000	1,187,300	
.....	.....	.....	.....	.....	.....	.....	.....	.....	100,000	100,000	200,000	100,000	
.....	.....	.....	100,000	100,000	200,000	3,100,000	.....	.....	.....	3,500,000	3,500,000	2,900,000	
.....	.....	.....	.....	.....	.....	.....	30,000	.....	.....	30,000	30,000	30,000	
.....	.....	.....	.....	.....	300,000	200,000	.....	250,000	750,000	.....	.....	.....	i
.....	.....	.....	.....	.....	.....	.....	500,000	.....	2,000,000	1,500,000	.....	.....	i
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	100,000	100,0 0	
.....	.....	.....	.....	.....	.....	100,000	.....	.....	.....	100,000	100,000	98,700	
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	30,000	30,000	
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	25,000	a
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	500,000	500,000	
15,000	.....	5,000	.....	.....	.....	.....	.....	20,000	.....	40,000	40,000	40,000	
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	50,000	50,000	
.....	.....	.....	30,000	40,000	30,000	.....	150,000	.....	300,000	550,000	550,000	358,800	
$1,265,000	$240,000	$475,000	$555,000	$530,000	$1,645,000	$10,850,000	$905,000	$52,607,000	$44,875,000	$118,947,000	$128,663,600	$91,047,850	

f One-third of total capital. g Surplus $9,102.89. h One-half of total capital. i Acquired by Emerson-Brantingham Co.

STATEMENT OF CAPITALIZATION OF 304 AGRICULTURAL IMPLEMENT MANUFACTURERS IN THE UNITED STATES (EXCLUSIVE OF THE INTERNATIONAL
SHOWING CAPITAL STOCK IN 1902, INCREASES IN CAPITAL STOCK FOR THE ENSUING TEN YEARS, AND CAPITAL STOCK IN 1913—Co

NAME, LOCATION AND LINE OF MANUFACTURE	Date of Organization	Capital Stock in October, 1902		Increase in Capital Stock by Years								
		Authorized	Issued	1902	1903	1904	1905	1906	1907	1908	1909	191
Hackney Manfg. Co., St. Paul, Minn.—Farm Tractors	1911											
Hackney Wagon Co., Wilson, N. C.—Wagons	1901	$100,000	$ 100,000									
Haish Co., Jacob, De Kalb, Ill.—Manure Spreaders, Cream Separators, Gasoline Engines and Wire	1902	500,000	500,000									
Hapgood Plow Co., Alton, Ill.—Plows, Cultivators and Harrows	1879	200,000	200,000									
Harriman Manfg. Co., Harriman, Tenn.—Plows, Cotton Planters, Fertilizer Distributors, Cultivators, etc.	1905						$ 250,000					
Harrison Machine Works, Belleville, Ill.—Tractors, Threshers, Stackers, Horse Powers, Hay Presses, etc	1878	300,000	300,000									
Hartman Manfg. Co., Vincennes, Ind.—Cultivators and Harrows	1889	25,000	25,000									$ 2
Hart-Parr Co., Charles City, Iowa—Gas and Oil Tractors	1901	100,000	100,000					$ 100,000				
Havana Metal Wheel Co., Havana, Ill.—Farm Trucks, Wood Wheels, etc	1893	75,000	75,000									
Hayes Pump and Planter Co., Galva, Ill.—Corn Planters, Cultivators, Grain Dills, Harrows, Pumps and Sprayers.	1891	200,000	200,000									
Hagy Wagon Co., James A., Abingdon, Va.—Wagons	1905						25,000					
Heath Foundry and Manfg. Co., Plymouth, Ohio—Corn Shellers, Grist Mills, Cobblers' Outfits, etc	1904					$ 10,000						
Heer Engine Co., Portsmouth, Ohio—Engines and Tractors	1909										$ 50,000	7
Heilman Machine Works, Evansville, Ind.—Engines, Tractors, Boilers, Saw Mills, Threshers and Hoisting Machinery	1884	200,000	188,000									
Henderson Wagon Works, Henderson, Ky.—Wagons, Carts and Drays	1911											
Herschel Manfg. Co., R., Peoria, Ill.—Cutting Apparatus and Implement Supplies	1893	50,000	50,000									
Hocking Valley Manfg. Co., Lancaster, Ohio—Agricultural Implements	1869	200,000	70,000									
Holt Caterpiller Co., Peoria, Ill—Gasoline Traction Engines	1910											50
Holt Manfg. Co., Stockton, Calif.—Tractors, Harvesters, Plows, Harrows and Gas Engines	1892	500,000	500,000									
Huber Manfg. Co., Marion, Ohio—Engines and Threshing Machinery	1875	500,000	500,000						$ 500,000			
Hunt Co., The Gilbert, Walla Walla, Wash.—Threshers, Feed Mills, Wood Saws, Harrows, Tanks, etc	1896	30,000	30,000					20,000				20
Huntington Wagon Works, Huntington, Ind.—Wagons and Buggies	1902	30,000	30,000									
Imperial Machinery Co., Minneapolis, Minn.—Tractors, Shock and Hay Loaders	1910											50
Independent Harvester Co., Plano, Ill.—Binders, Mowers, Spreaders, Plows, Gasoline Engines, etc	1904					10,000,000						
Indiana Wagon Co., Lafayette, Ind.—Farm Wagons and Trucks	1897	200,000	175,000									
Industrial Iron Works, Clinton, Mo.—Gasoline Engines	Not given	25,000	25,000									
Iowa Dairy Separator Co., Waterloo, Iowa—Cream Separators	1902	100,000	25,000									
Jacobson Machine Manfg. Co., Warren, Pa.—Gas Engines	1901	350,000	350,000									
James & Graham Wagon Co., Memphis, Tenn.—Farm and Log Wagons	1882	125,000	104,000									
Janesville Machine Co., Janesville, Wis.—Plows, Harrows, Planters, Listers, Cultivators, Weeders and Seeders	1881	250,000	250,000					250,000				
Jenkins Hay Rake and Stacker Co., Chillicothe, Mo.—Hay Rakes and Stackers	1889											
Johnston Harvester Co., Batavia, N. Y.—Binders, Reapers, Mowers, Rakes, Tedders, Hay Loaders, Manure Spreaders, Harrows, Land Rollers and Cultivators	1870	500,000	500,000	$ 500,000			500,000					
Joliet Manfg. Co., Joliet, Ill.—Corn Shellers and Horse Powers	1867	250,000	70,000									
Karges Wagon Co., Evansville, Ind.—Farm Wagons	1903				$ 50,000				50,000			
Kansas City Engine Works, Kansas City, Mo.—Gasoline Engines	1911											
Kansas City Hay Press Co., Kansas City, Mo.—Hay Presses and Gasoline Engines	1889	300,000	300,000									
Keck-Gonnerman Co., Mt. Vernon, Ind.—Engines, Threshers, Pea Hullers and Saw Mills	1901	201,000	201,000									
Keller Manfg. Co., Corydon, Ind.—Farm Wagons	1906							100,000				
Kelly Plow Co., G. A., Longview, Tex.—Plows, Cultivators, Harrows, Planters and Repairs	1882	50,000	50,000						50,000			
King & Hamilton Co., Ottawa, Ill.—Farm Machinery	1882	100,000	100,000									
Kingman Plow Co., Peoria, Ill.—Plows, Harrows, Planters, Cultivators, Listers and Stalk Cutters	1882	400,000	400,000		200,000							
Kirlin Cultivator Co., Kansas City, Mo.—Cultivators	Not given											
Krimey Machinery Co., Indianapolis, Ind.—Corn Huskers	1906							80,000				
La Crosse Plow Co., La Crosse, Wis.—Agricultural Implements	1893	200,000	260,000				300,000				100,000	
Lansing Wagon Works, Lansing, Mich.—Farm Wagons and Carriages	1885	150,000	80,000									
Lauson-Lawton Co., De Pere, Wis.—Gasoline Engines	1908									$ 25,000		
Lean Manfg. Co., Roderick, Mansfield, Ohio—Tillage Implements	1893	60,000	60,000		440,000							
Letz Manfg. Co., Crown Point, Ind.—Feed Mills	1892	20,000	20,000									
Litchfield Manfg. Co., Waterloo, Iowa—Manure Spreaders, Feed Grinders and Engines	1903				95,000		55,000			300,000		
Long & Allstatter Co., Hamilton, Ohio—Harrows, Cultivators and Plows	1878	200,000	200,000									
Louisburg Wagon Co., Louisburg, Tenn.—Farm Wagons and Carts	1905						100,000					
Luther Grinder Manfg. Co., Milwaukee, Wis.—Hand and Foot Power Grinders	1902	100,000	81,700									
Madison Plow Co., Madison, Wis.—Plows, Harrows, Cultivators and Planters	1911											
Mandt Wagon Co., Stoughton, Wis.—Wagons	1903				400,000	200,000						
Marion Foundry and Machine Works, Inc., Marion, Va.—Wagons, Feed Cutters, Harrows, Plows, Wood Saw Machines, Cane Mills, etc	1906							30,000				
Marseilles Co., East Moline, Ill.—Manure Spreaders, Grain Elevators and Corn Shellers	1870	250,000	250,000									50
Maurer Co., F. X., Spencer, Iowa—Power Hay Presses and Compresses	1905						40,000					
Maytag Co., Newton, Iowa—Huskers and Shredders, Cutters, Feeders, Hay Presses and Washing Machines	1893	100,000	72,000								900,000	
		$ 6,941,000	$ 6,381,700	$ 500,000	$ 1,185.000	$ 10,210,000	$ 1,270,000	$ 580,000	$ 600,000	$ 325,000	$ 1,050,000	$ 1,80

a Not incorporated.

b Taken over by Deere & Co.

c Subsidiary to Moline Plow Co.

e Additional working capital $600,000.00.

f Surplus $151,567.50.

g Surplus $18

CTURERS IN THE UNITED STATES (EXCLUSIVE OF THE INTERNATIONAL HARVESTER COMPANY)
STOCK FOR THE ENSUING TEN YEARS, AND CAPITAL STOCK IN 1913—Continued.

Increase in Capital Stock by Years											Capital Stock in 1912–1913	
1903	1904	1905	1906	1907	1908	1909	1910	1911	1912–1913	Total	Authorized	Issued
.....	.....	.....	.....	.....	.....	.....	.....	$ 600,000	$ 400,000	$ 1,000,000	$ 1,000,000	$ 200,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	100,000	100,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	500,000	500,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	200,000	200,000
.....	.....	$ 250,000	.....	.....	.....	.....	.....	.....	.....	250,000	250,000	100,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	300,000	300,000
.....	.....	.....	.....	.....	.....	.....	$ 25,000	.....	.....	25,000	50,000	50,000
.....	.....	.....	$ 100,000	.....	.....	.....	.....	.....	2,300,000	2,400,000	2,500,000	2,500,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	75,000	75,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	200,000	200,000
.....	.....	25,000	.....	.....	.....	.....	.....	.....	.....	25,000	25,000	10,000
.....	$ 10,000	.....	.....	.....	.....	.....	.....	.....	.....	10,000	10,000	10,000
.....	.....	.....	.....	.....	.....	$ 50,000	75,000	.....	375,000	500,000	500,000	312,400
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	200,000	188,000
.....	.....	.....	.....	.....	.....	.....	.....	300,000	.....	300,000	300,000	238,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	50,000	50,000 e
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	200,000	70,000
.....	.....	.....	.....	.....	.....	.....	500,000	.....	.....	500,000	500,000	411,400
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	500,000	500,000
.....	.....	.....	.....	$ 500,000	.....	.....	.....	.....	.....	500,000	1,000,000	1,000,000
.....	.....	.....	20,000	.....	.....	.....	200,000	100,000	.....	320,000	350,000	350,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	30,000	30,000
.....	.....	.....	.....	.....	.....	.....	500,000	.....	.....	500,000	500,000	144,800
.....	10,000,000	.....	.....	.....	.....	.....	.....	.....	.....	10,000,000	10,000,000	5,400,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	200,000	175,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	25,000	25,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	100,000	25,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	350,000	350,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	125,000	104,000 f
.....	.....	.....	250,000	.....	.....	.....	.....	.....	250,000	500,000	750,000	500,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	125,000 a
.....	.....	500,000	.....	.....	.....	.....	.....	500,000	.....	1,500,000	2,000,000	1,900,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	250,000	70,000 g
50,000	.....	.....	.....	50,000	.....	.....	.....	.....	.....	100,000	100,000	67,500
.....	.....	.....	.....	.....	.....	.....	.....	10,000	.....	10,000	10,000	10,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	300,000	300,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	201,000	201,000
.....	.....	.....	100,000	.....	.....	.....	.....	.....	.....	100,000	100,000	75,000
.....	.....	.....	.....	50,000	.....	.....	.....	.....	.....	50,000	100,000	100,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	100,000	100,000
200,000	.....	.....	.....	.....	.....	.....	.....	.....	.....	200,000	600,000	600,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	25,000 a
.....	.....	.....	80,000	.....	.....	.....	.....	.....	.....	80,000	80,000	50,900
.....	.....	300,000	.....	.....	.....	100,000	.....	.....	.....	400,000	600,000	574,000 h
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	150,000	80,000
.....	.....	.....	.....	.....	$ 25,000	.....	.....	.....	.....	25,000	25,000	25,000
440,000	.....	.....	.....	.....	.....	.....	.....	.....	.....	440,000	500,000	500,000
.....	.....	.....	.....	.....	.....	.....	.....	9,000	6,000	15,000	35,000	35,000
95,000	.....	55,000	.....	.....	300,000	.....	.....	.....	.....	450,000	450,000	325,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	200,000	200,000
.....	.....	100,000	.....	.....	.....	.....	.....	.....	.....	100,000	100,000	24,800
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	100,000	81,700
.....	.....	.....	.....	.....	.....	.....	.....	250,000	.....	250,000	250,000	76,000
400,000	200,000	.....	.....	.....	.....	.....	.....	.....	**599,000**	1,000	1,000	1,000 c
.....	.....	.....	30,000	.....	.....	.....	.....	.....	.....	30,000	30,000	22,400
.....	.....	.....	.....	.....	.....	.....	500,000	**750,000**	.....	**250,000**	.....	..... b
.....	.....	40,000	.....	.....	.....	.....	.....	.....	.....	40,000	40,000	14,250
.....	.....	.....	.....	.....	.....	900,000	.....	.....	.....	900,000	1,000,000	750,000
1,185.000	$ 10,210,000	$ 1,270,000	$ 580,000	$ 600,000	$ 325,000	$ 1,050,000	$ 1,800,000	$ 1,019,000	$ 2,732,000	$ 21,271,000	$ 28,212,000	$ 20,452,350

dditional working capital $600,000.00. f Surplus $151,567.50. g Surplus $180,000.00. h Surplus $460,000.00.

STATEMENT OF CAPITALIZATION OF 304 AGRICULTURAL IMPLEMENT MANUFACTURERS IN THE UNITED STATES (EXCLUSIVE OF THE INTERNATIONAL HA
SHOWING CAPITAL STOCK IN 1902, INCREASES IN CAPITAL STOCK FOR THE ENSUING TEN YEARS, AND CAPITAL STOCK IN 1913—Continued.

NAME, LOCATION, AND LINE OF MANUFACTURE.	Date of Organization	Capital Stock in October, 1902. Authorized	Capital Stock in October, 1902. Issued	Increase in Capital Stock by Years. 1902	1903	1904	1905	1906	1907	1908	1909	1910
Messinger Manfg. Co., Tatamy, Pa.—Engines, Threshers, Horse Powers, Corn Shellers, Feed Grinders, Mowers, Rakes, Cultivators, Planters, etc	1912	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Midland Manfg. Co., Tarkio, Mo.—Cultivators, Hay Tools, Spreaders and Wind Mills	1902	$ 75,000	$ 75,000	.....	$ 75,000	.....	.....	.....	.....	.....	.....	.....
Milburn Wagon Co., Toledo, Ohio—Wagons	1873	1,000,000	700,000	.....	.....	.....	.....	.....	.....	.....	.....	.....
Miller Inproved Gas Engine Co., Springfield, Ohio—Gas Engines	1898	25,000	25,000	.....	35,000	.....	.....	.....	.....	.....	.....	.....
Minneapolis Steel and Machinery Co., Minneapolis, Minn.—Traction, Steam and Gas Engines, Transmission Machinery, and Structural Steel	1902	330,000	330,000	.....	170,000	.....	$ 330,000	.....	.....	.....	.....	$ 170,000
Minneapolis Threshing Machine Co., Hopkins, Minn.—Threshing Machinery and Engines	1887	1,000,000	1,000,000	.....	.....	.....	.....	.....	.....	.....	.....	.....
Missouri Hay Press Co., Moberly, Mo.—Hay Presses	1911	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Model Gas Engine Works, Peru, Ind.—Gas Engines	1904	.....	.....	.....	.....	$ 250,000	.....	.....	.....	.....	.....	.....
Mogul Wagon Co., Hopkinsville, Ky.—Wagons and Drays	1908	.....	.....	.....	.....	.....	.....	.....	.....	$ 250,000	.....	.....
Moline Plow Co., Moline, Ill.—Implements, Wagons, Spreaders, etc	1870	2,400,000	2,400,000	$ 800,000	.....	800,000	.....	$ 2,000,000	.....	.....	$ 1,000,000	2,000,000
Moline Wagon Co., Moline, Ill.—Farm Wagons	1872	600,000	600,000	.....	.....	.....	.....	.....	$ 400,000	.....	.....	.....
Moore Plow and Implement Co., Greenville, Mich.—Plows, Cultivators, Drills and Engines	1902	15,000	15,000	10,000	.....	.....	.....	.....	.....	.....	.....	50,000
Morton Gas Engine Co., Fresno, Cal.—Gas Engines and Tractors	1907	.....	.....	.....	.....	.....	.....	.....	60,000	.....	.....	.....
Munnsville Plow Co., Munnsville, N. Y.—Agricultural Implements, Culverts and Evaporator Furnaces	1893	50,000	50,000	.....	.....	.....	.....	.....	.....	.....	.....	.....
Myrick Machine Co., Olean, N. Y.—Engines and Special Machinery	1907	.....	.....	.....	.....	.....	.....	.....	50,000	.....	.....	.....
Monitor Drill Co., St. Louis Park, Minn.—Drills	1902	1,000,000	700,000	.....	.....	.....	.....	.....	.....	.....	.....	.....
National Dairy Machine Co., Goshen, Ind.—Cream Separators	1881	125,000	125,000	.....	.....	.....	.....	.....	.....	.....	.....	.....
National Engineering Co., Saginaw, Mich.—Gasoline Engines and Wood Tanks	1903	.....	.....	.....	30,000	.....	.....	.....	.....	.....	.....	.....
New Conklin Wagon Co., Olean, N. Y.—Farm and Lumber Wagons	1894	150,000	125,000	.....	.....	.....	.....	.....	.....	.....	.....	.....
New Holland Machine Co., New Holland, Pa.—Gasoline Engines, Feed Mills, Wood Saws, Stone Crushers and Pump Jacks, etc	1903	.....	.....	.....	50,000	.....	.....	.....	.....	.....	.....	.....
New Winona Manfg. Co., Winona, Minn.—Feed Grinders, Horse Powers, Wood Saws, Hay Presses, Corn Shellers and Flax Tow Breaks	1902	100,000	100,000	.....	.....	.....	.....	.....	.....	.....	.....	.....
Nichols & Shepard Co., Battle Creek, Mich.—Threshing Machinery and Tractors	1887	550,000	550,000	.....	.....	.....	.....	.....	.....	.....	.....	.....
Northwestern Manfg. Co., Ft. Atkinson, Wis.—Farm Wagons and Buggies	1866	200,000	200,000	.....	100,000	.....	.....	.....	.....	.....	.....	.....
Novo Engine Co., Lansing, Mich.—Gasoline Engines, etc	1902	30,000	30,000	.....	.....	.....	.....	45,000	.....	.....	.....	.....
Ohio Cultivator Co., Bellevue, Ohio—Agricultural Implements	1881	200,000	200,000	.....	.....	.....	800,000	.....	.....	.....	.....	.....
Ohio Manfg. Co., Upper Sandusky, Ohio—Traction Trucks for Gasoline Engines and Disc Harrows	1893	38,000	38,000	.....	.....	.....	.....	.....	.....	.....	.....	.....
Ohio Rake Co., Dayton, Ohio—Agricultural Implements	1884	300,000	246,300	.....	.....	.....	.....	.....	.....	.....	.....	.....
Ohio Tractor Manfg. Co., Marion, Ohio—Engines, Tractors and Rollers	1907	.....	.....	.....	.....	.....	.....	.....	50,000	.....	50,000	.....
Ohio Valley Wagon Co., Marietta, Ohio—Farm Wagons	1899	100,000	100,000	.....	.....	.....	.....	.....	.....	.....	120,000	.....
Oliver Chilled Plow Works, South Bend, Ind.—Plows, Cultivators and other Agricultural Implements	1901	500,000	500,000	.....	.....	.....	.....	.....	.....	.....	.....	.....
One Minute Manfg. Co., Newton, Iowa—Washing Machines, Gasoline Engines, etc	1901	250,000	41,000	.....	.....	.....	.....	.....	.....	.....	.....	.....
Original Gas Engine Co., Lansing, Mich.—Gasoline Engines	1911	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Otto Gas Engine Works, Philadelphia, Pa.—Gas, Gasoline and Oil Engines	1894	2,500,000	953,400	.....	.....	.....	.....	.....	.....	.....	.....	.....
Owatonna Manfg. Co., Owatonna, Minn.—Grain Drills and Creamery Churns	1888	75,000	50,000	.....	.....	.....	.....	.....	.....	.....	.....	.....
Owensboro Wagon Co., Owensboro, Ky.—Farm Wagons, Buggies and other Vehicles	Not given	300,000	300,000	.....	100,000	.....	.....	.....	.....	.....	.....	.....
Patch, A. H. (Incorporated), Clarksville, Tenn.—Grinding Mills and Corn Shellers	1909	.....	.....	.....	.....	.....	.....	.....	.....	.....	50,000	.....
Patterson Manfg. Co., Holly, Mich.—Wagon Trucks, Bobs and Light Implements	1904	.....	.....	.....	.....	50,000	.....	.....	.....	.....	.....	.....
Peerless Motor Co., Lansing, Mich.—Engines and Hoists	1903	.....	.....	.....	100,000	.....	.....	.....	.....	.....	.....	.....
Pattee Plow Co., Monmouth, Ill.—Cultivators	1874	10,000	10,000	.....	.....	.....	.....	.....	.....	.....	.....	.....
Pekin Wagon Co., Pekin, Ill.—Farm Wagons	1907	.....	.....	.....	.....	.....	.....	.....	250,000	.....	.....	.....
Peoria Drill and Seeder Co., Peoria, Ill.—Drills, Seeders, Cutters, Rakes, Planters, etc	1905	.....	.....	.....	.....	.....	125,000	.....	.....	.....	.....	.....
Perkins Wind Mill Co., Mishawaka, Ind.—Wind Mills, Gasoline Engines, Hand Trucks, Feed Grinders, Tanks, etc.	1874	50,000	50,000	.....	.....	.....	.....	.....	.....	.....	.....	.....
Piedmont Wagon Co., Hickory, N. C.—Farm Wagons	1881	200,000	200,000	.....	.....	.....	.....	.....	.....	.....	.....	.....
Pioneer Tractor Manfg. Co., Winona, Minn.—Gasoline Tractors, Dump Wagons and Automatic Engine Guides	1910	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	300,000
Plattner Implement Co., Denver, Colo.—Mowers, Stackers, Rakes, Pumps, etc	1899	30,000	30,000	.....	.....	.....	.....	220,000	.....	.....	.....	.....
Pohl Manfg. Co., Geo. D., Vernon, N. Y.—Gas Engines	1898	100,000	20,000	.....	.....	.....	.....	.....	.....	.....	.....	.....
Port Huron Engine and Thresher Co., Port Huron, Mich.—Engines, Threshers, Corn Shellers, Huskers, Hay Presses, Road Rollers, etc	1890	750,000	750,000	.....	1,250,000	.....	.....	.....	.....	.....	.....	.....
Post & Co., Frank H., Knoxville, Tenn.—Farm Wagons, Hacks, etc	Not given	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Prairie Queen Manfg. Co., Newton, Kan.—Grain Separators	1902	50,000	21,000	.....	.....	.....	.....	.....	.....	.....	.....	.....
Quick & Thomas Co., Auburn, N. Y.—Threshers and Stable Equipment	1911	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Randolph Wagon Works, Randolph, Wis.—Farm Wagon Gears and Trucks	1900	20,000	20,000	.....	.....	.....	.....	.....	30,000	.....	.....	25,000
Reeves & Co., Columbus, Ind.—Tractors, Threshers, etc	1888	400,000	400,000	40,000	1,060,000	.....	.....	.....	.....	.....	.....	.....
Reid Creamery Dairy Supply Co., A. H., Philadelphia, Pa.—Cream Separators, Screw Drivers, etc	1902	100,000	100,000	.....	.....	.....	.....	.....	.....	.....	.....	.....
Richardson Manfg. Co., Worcester, Mass.—Mowers, Tedders, Rakes, Manure Spreaders, etc	1870	100,000	100,000	.....	.....	.....	.....	.....	.....	.....	.....	.....
Robinson & Co., Richmond, Ind.—Steam Engines, Grain Separators, Hay Balers and Ensilage Cutters	1889	110,000	110,000	.....	.....	.....	100,000	.....	.....	.....	.....	.....
Robinson Spreader Co., Vinton, Iowa—Manure Spreaders	Not given	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Rock Island Plow Co., Rock Island, Ill.—Plows, Harrows, Stalk Cutters, Planters, Cultivators, Engines, etc	1884	600,000	600,000	.....	.....	.....	.....	.....	.....	1,600,000	.....	.....
Rockwell Manfg. Co., Westchester, Pa.—Gasoline Engines and Trucks	1910	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	100,000
Ross Co., E. W., Springfield, Ohio—Feed Cutters, Silos, etc	1850	100,000	100,000	.....	.....	.....	.....	.....	.....	.....	.....	.....
Rude Manfg. Co., Liberty, Ind.—Grain Drills and Manure Spreaders	1865	80,000	80,000	.....	.....	.....	.....	.....	50,000	.....	.....	.....
Rumley Co., M., LaPorte, Ind.—Tractors, Threshers, Shellers, Grain Separators, Steam Engines, etc	1853	250,000	250,000	.....	.....	.....	.....	.....	.....	.....	1,750,000	.....
		$ 14,863,000	$ 12,294,700	$ 850,000	$ 2,970,000	$ 1,100,000	$ 1,355,000	$ 2,265,000	$ 890,000	$ 1,850,000	$ 2,970,000	$ 2,645,000

a Not incorporated.
b Taken over by Deere & Co.
c Taken over by Moline Plow Co.
d Acquired by Emerson-Brantingham Co.
e Two-thirds of total capital.
f Surplus $147,415.03; capital stock issued in 1912-1913 $396,687.50.
g Capital stock issued in 1912-1913 $1,123,223.33.
h Surplus $162,765.59.
i Notes amounti
j Capital stock i

Increase in Capital Stock by Years.											Capital Stock in 1912-1913	
1903	1904	1905	1906	1907	1908	1909	1910	1911	1912-1913	Total	Authorized	Issued
.....	.....	.....	.....	.....	.....	.....	.....	.....	$ 100,000	$ 100,000	$ 100,000	$ 100,000
75,000	.....	.....	.....	.....	.....	.....	.....	.....	.....	75,000	150,000	150,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	1,000,000	690,000
35,000	.....	.....	.....	.....	.....	.....	.....	.....	.....	35,000	60,000	60,000
170,000	.....	$ 330,000	.....	.....	.....	.....	$ 170,000	.....	.....	670,000	1,000,000	833,000 e
.....	.....	.....	.....	.....	.....	.....	.....	.....	2,000,000	2,000,000	3,000,000	2,225,000
.....	.....	.....	.....	.....	.....	.....	.....	$ 12,500	12,500	25,000	25,000	25,000
.....	$ 250,000	.....	.....	.....	.....	.....	.....	.....	.....	250,000	250,000	250,000
.....	.....	.....	.....	.....	$ 250,000	.....	.....	.....	.....	250,000	250,000	180,925
.....	800,000	.....	$ 2,000,000	.....	.....	$ 1,000,000	2,000,000	.....	21,000,000	27,600,000	30,000,000	18,000,000
.....	.....	.....	.....	$ 400,000	.....	.....	.....	1,000,000	.....	600,000	.....	..... b
.....	.....	.....	.....	.....	.....	.....	50,000	.....	.....	60,000	75,000	70,410
.....	.....	.....	.....	60,000	.....	.....	.....	.....	.....	60,000	60,000	33,560
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	50,000	50,000
.....	.....	.....	.....	50,000	.....	.....	.....	.....	.....	50,000	50,000	40,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	1,000,000	1,000,000	.....	 c
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	125,000	125,000
30,000	.....	.....	.....	.....	.....	.....	.....	.....	.....	30,000	30,000	30,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	150,000	125,000
50,000	.....	.....	.....	.....	.....	.....	.....	.....	50,000	100,000	100,000	100,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	100,000	100,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	550,000	550,000
100,000	.....	.....	.....	.....	.....	.....	.....	.....	.....	100,000	300,000	300,000
.....	.....	.....	45,000	.....	.....	.....	.....	37,500	.....	82,500	112,500	112,500
.....	.....	800,000	.....	.....	.....	.....	.....	.....	.....	800,000	1,000,000	700,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	38,000	38,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	300,000	246,300
.....	.....	.....	.....	50,000	.....	50,000	.....	.....	.....	100,000	100,000	97,500
.....	.....	.....	.....	.....	.....	120,000	.....	.....	.....	120,000	220,000	180,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	500,000	500,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	250,000	82,000
.....	.....	.....	.....	.....	.....	.....	.....	150,000	.....	150,000	150,000	115,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	2,500,000	953,400
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	75,000	60,000
100,000	.....	.....	.....	.....	.....	.....	.....	.....	.....	100,000	400,000	396,687 f
.....	.....	.....	.....	.....	.....	50,000	.....	.....	.....	50,000	50,000	50,000
.....	50,000	.....	.....	.....	.....	.....	.....	.....	.....	50,000	50,000	50,000
100,000	.....	.....	.....	.....	.....	.....	.....	.....	.....	100,000	100,000	68,915
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	10,000	10,000
.....	.....	.....	.....	250,000	.....	.....	.....	.....	.....	250,000	250,000	250,000
.....	.....	125,000	.....	.....	.....	.....	.....	.....	.....	125,000	125,000	125,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	50,000	50,000
.....	.....	.....	.....	.....	.....	.....	.....	1,150,000	.....	1,150,000	1,350,000	1,350,000
.....	.....	.....	.....	.....	.....	.....	300,000	.....	.....	300,000	300,000	170,000
.....	.....	.....	220,000	.....	.....	.....	.....	250,000	.....	470,000	500,000	292,750
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	100,000	76,500
1,250,000	.....	.....	.....	.....	.....	.....	.....	.....	.....	1,250,000	2,000,000	1,123,223 g
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	27,000 a
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	50,000	25,400
.....	.....	.....	.....	.....	.....	.....	.....	50,000	.....	50,000	50,000	37,500
.....	.....	.....	.....	30,000	.....	.....	25,000	25,000	.....	80,000	100,000	80,800
1,060,000	.....	.....	.....	.....	.....	.....	.....	.....	1,500,000	400,000	.....	..... d
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	100,000	100,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	100,000	100,000 h
.....	.....	100,000	.....	.....	.....	.....	.....	.....	.....	100,000	210,000	166,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	40,000 a
.....	.....	.....	.....	.....	1,600,000	.....	.....	3,800,000	.....	5,400,000	6,000,000	2,856,400
.....	.....	.....	.....	.....	.....	.....	100,000	.....	.....	100,000	100,000	91,800
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	100,000	100,000
.....	.....	.....	.....	50,000	.....	.....	.....	.....	170,000	220,000	300,000	95,600
.....	.....	.....	.....	.....	.....	1,750,000	.....	20,000,000	10,000,000	31,750,000	32,000,000	22,000,000 i
2,970,000	$ 1,100,000	$ 1,355,000	$ 2,265,000	$ 890,000	$ 1,850,000	$ 2,970,000	$ 2,645,000	$ 24,475,000	$ 30,832,500	$ 72,202,500	$ 87,065,500	$ 56,856,170 j

-1913 $396,687.50.

g Capital stock issued in 1912-1913 $1,123,223.33.
h Surplus $162,765.59.

i Notes amounting to $10,000,000.00 exchangeable for stock are also outstanding.
j Capital stock issued in 1912-1913 $56,856,170.83.

STATEMENT OF CAPITALIZATION OF 304 AGRICULTURAL IMPLEMENT MANUFACTURERS IN THE UNITED STATES (EXCLUSIVE OF THE INTERNATIONAL HARVESTE
SHOWING CAPITAL STOCK IN 1902, INCREASES IN CAPITAL STOCK FOR THE ENSUING TEN YEARS, AND CAPITAL STOCK IN 1913—Continued.

NAME, LOCATION AND LINE OF MANUFACTURE	Date of Organization	Capital Stock in October, 1902		Increase in Capital Stock by Years									
		Authorized	Issued	1902	1903	1904	1905	1906	1907	1908	1909	1910	1911
St. Johns Foundry Co., St. Johns, Mich.—Feed Mills, Pump Jacks, Feed Cookers, etc.	1907								$ 10,000				
Samson Iron Works, Stockton, Calif.—Gas Engines, Pumps and Tractors	1902	$ 50,000	$ 50,000										
Sandwich Manfg. Co., Sandwich, Ill.—Corn Shellers, Baling Presses, Feed Mills, etc.	1867	250,000	250,000			$250,000							
Sattley Machinery Co., Indianapolis, Ind.—Corn Handling Machinery	1911												$150,
Schilling & Sons, Adam, San Francisco, Calif.—Gas and Gasoline Engines	1894	18,000	18,000										
Schmidt Bros. Co., Davenport, Iowa—Gasoline Engines, Pump Jacks and Ice Chippers	1902	10,000	10,000					$20,000			$30,000		
Schuttler Co., Peter, Chicago, Ill.—Farm Wagons	1843	500,000	500,000										
Scott Hay Press Co., Kansas City, Mo.—Hay Presses and Pitless Scales	1890	28,000	28,000										
Seager Engine Works, Lansing, Mich.—Internal Combustion Engines	Not given	175,000	175,000						1,325,000				
Sechler Implement and Carriage Co., Moline, Ill.—Carriages, Corn Planters, Manure Spreaders, etc.	1888	220,000	220,000			30,000			175,000				
Seiberling & Miller Co., Doylestown, Ohio—Mowers, Reapers and Binders	1901	100,000	100,000										
Spangler Manfg. Co., York, Pa.—Agricultural Machinery	1887	50,000	20,500										
Sharples Separator Co., Westchester, Pa.—Cream Separators	1905						$1,200,000						
Sheffield Gas Eng. Co., Kansas City, Mo.—Gas and Gasoline Engines and Gas Producers	1909										150,000		
Sioux City Engine and Machinery Co., Sioux City, Iowa—Gas Engines, Cement Machines, Mixers and Cars	1913												
Smalley Manfg. Co., Manitowoc, Wis.—Feed Cutters, Cob Mills, Plows	1881	100,000	48,000										
Smith Manfg. Co., La Crosse, Wis.—Farm Wagons	1886	40,000	25,000										
Smith & Sons Manfg. Co., Kansas City, Mo.—Road Making Machinery and Gasoline Engines	1900	500,000	500,000										
South Bend Chilled Plow Co., South Bend, Ind.—Agricultural Implements	1878	100,000	63,000										
Spencer, J. A., Dwight, Ill.—Hay Balers and General Machine Shop Work													
Springfield Gas Engine Co., Springfield, Ohio—Gas and Gasoline Engines and Clutch Pulleys	1891	100,000	20,000										
Springfield Wagon Co., Springfield, Mo.—Farm Wagons	1872	75,000	75,000										
Spach Bros., Winston-Salem, N. C.—Farm Wagons and Carts	1854												
Sproul, Matt, Sparta, Ill.—Corn Shredders	1905												
Standard Gas Engine Co., San Francisco, Calif.—Marine, Stationary and Hoisting Engines	1901	150,000	75,000										
Standard Separator Co., Milwaukee, Wis.—Cream Separators	1905						250,000					$250,000	
Sta-Rite Engine Co., La Crosse, Wis.—Gasoline Engines	1911												200,
Stearns Gas Engine Works, Los Angeles, Calif.—Gas Engines, Pumps and Cylinders	1911												40,
Sterling Iron Works, Stockton, Calif.—Gas Engines and Pumps	1907								25,000				
Sterling Manfg. Co., Sterling, Ill.—Harrows, Cutters, Corn Planters, etc.	1875	100,000	100,000							$100,000			
Stoughton Wagon Co., Stoughton, Wis.—Wagons, Spreaders, Harrows, Springs, etc.	1883	500,000	250,000										
Stover Engine Works, Freeport, Ill.—Gasoline Engines	1895	130,000	130,000										
Sunflower Manufacturing Co., Manhattan, Kan.—Stackers	1909										10,000		20,
Superior Gas Engine Co., Springfield, Ohio—Gas and Oil Engines	1889												
Superior Manfg. and Mill Co., Springfield, Ohio—Feed Grinders	1911												50,
Swab Wagon Co., Elizabethville, Pa.—Farm Wagons, Wheel Barrows, Axles, etc.	1902	50,000	50,000										
Sweet Co., B. F. & H. L., Fond du Lac, Wis.—Farm Wagons, Bob Sleds, etc.	1895	80,000	80,000										
Syracuse Plow Co., Syracuse, N. Y.—Plows	1879	300,000	300,000										300,
Temple Pump Co., Chicago, Ill.—Pumps, Wind Mills, Gasoline Engines, Tanks, etc.	1882	150,000	150,000										
Termaat & Monahan Co., Oshkosh, Wis.—Marine and Stationary Gas and Gasoline Engines	1904					25,000		25,000		150,000			
Thomburgh Manfg. Co., Bowling Green, Ohio—Hay Loaders, Land Rollers, Pulverizers, Hand Garden Tools, Feed Cutters, etc.	1909										160,000		
Thompson & Sons Manfg. Co., J., Beloit, Wis.—Agricultural Implements and Gas Engines	1902	500,000	118,500										
Tiffin Wagon Co., Tiffin, Ohio—Wagons, Carts, Motor Trucks and Husking Machines	1900	250,000	250,000										
Tower & Sons Co., J. D., Mendota, Ill.—Pulverizers and Cultivators	1901	130,000	130,000										70,
Troy Wagon Works Co., Troy, Ohio—Wagons	1891	400,000	400,000									300,000	
Turnbull Wagon Co., Defiance, Ohio—Wagons and Wheels	1882	300,000	285,000										
Thornhill Wagon Co., Lynchburg, Va.—Farm and Freight Wagons	1900	25,000	25,000					150,000				125,000	
Union Iron Works, Decatur, Ill.—Corn Shellers and Cleaners	1882	60,000	60,000										
United Engine Co., Lansing, Mich.—Gasoline Engines, Cream Separators, etc.	1910											25,000	
United Engine and Manfg. Co., Hanover, Pa.—Gasoline Engines, Armature Tools, etc.	1911												20,
U. S. Wind Engine and Pump Co., Batavia, Ill.—Wind Mills, Pumps, Tanks and Feed Mills	1857	200,000	200,000										
Van Brunt Manfg. Co., Horicon, Wis.—Wagons and Seeding Machines	1881	100,000	100,000										100,
Vaughn Manfg. Co., Jefferson, Wis.—Wagons and Implements	Not given	50,000	34,500										
Warner Elevator Manfg. Co., Warner, Ill.—Agricultural Implements	1904					20,000							
Waterloo Gasoline Engine Co., Waterloo, Iowa—Gasoline Engines, Traction Engines, Manure Spreaders, Cream Separators, Hoists, etc.	1895	66,000	66,000								134,000		
Wayne Works, Richmond, Ind.—Wheat and Corn Seeding Machinery	1911												150,
Western Implement Co., Port Washington, Wis.—Plow Attachments, Sickle Grinders, etc.	1901	25,000	15,000										
Western Implement and Motor Co., Davenport, Iowa—Gasoline Tractors, Push Binders and Cotton Pickers	1912												
Western Machine Manfg. Co., Eau Claire, Wis.—Gasoline Engines	1911												40,
Westinghouse Co., The, Schenectady, N. Y.—Threshers, Gasoline Engines and Saw Mills	1883	200,000	200,000										
White Hickory Wagon Manfg. Co., Atlanta, Ga.—Farm Wagons, Drays and Log Wagons	1894	250,000	105,000										
White's Sons, Inc., S. R., Norfolk, Va.—Agricultural Implements	1912												
Whitman Agricultural Co., St. Louis, Mo.—Hay Presses, Corn Shellers, Cider Mills, Wagons, Gasoline Engines, etc.	1871	200,000	193,950										
Whitman & Barnes Manfg. Co., Akron, Ohio—Mower Knives, Sections, Cultivators, Hay Tools, Drills, etc.	1877	2,267,400	2,267,400										
Wiard Plow Co., Batavia, N. Y.—Plows, Harrows, Planters, etc.	1876	150,000	150,000										
Williams Mill Manfg. Co., Ronda, N. C.—Corn Grinders	1910											125,000	
Winona Wagon Co., Winona, Minn.—Farm Wagons	1879	200,000	200,000						150,000				
Wistrand Manfg. Co., Galva, Ill.—Corn Planters, Pumps and Display Racks	1900	20,000	20,000										
Wogaman Manfg. Co., Greenville, Ohio—Gasoline Engines	1901	10,000	10,000										
Wood Bros. Thresher Co., Des Moines, Iowa—Self Feeders, Separators and Tractors	1893	100,000	100,000										500,
Wood Mowing and Reaping Machine Co., W. A., Hoosick Falls, N. Y.—Mowers, Reapers, Harrows, Cultivators, Tedders, etc.	1852	1,500,000	1,500,000										
		$10,779,400	$9,667,850			$325,000	$1,450,000	$195,000	$1,685,000	$250,000	$484,000	$825,000	$840,

a Not incorporated. b Taken over by Deere & Co. c Year not given for increase of $440,000.00. d Surplus $25,000.00. e Surplus $201,568.64. f Charter surrendered in 1912; now operated as co-partner

MPLEMENT MANUFACTURERS IN THE UNITED STATES (EXCLUSIVE OF THE INTERNATIONAL HARVESTER COMPANY)
CREASES IN CAPITAL STOCK FOR THE ENSUING TEN YEARS, AND CAPITAL STOCK IN 1913—Continued.

Stock r, 1902 Issued	Increase in Capital Stock by Years 1902	1903	1904	1905	1906	1907	1908	1909	1910	1911	1912–1913	Total	Capital Stock in 1912–1913 Authorized	Issued
.....	.....	.....	.....	.....	.....	$ 10,000	.....	.....	.....	.....	$ 5,000	$ 15,000	$ 15,000	$ 11,800
$ 50,000	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	50,000	50,000
250,000	.....	.....	$250,000	.....	.....	.....	.....	.....	.....	.....	.....	250,000	500,000	500,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	$150,000	.....	150,000	150,000	150,000
18,000	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	18,000	18,000
10,000	.....	.....	.....	.....	$20,000	.....	.....	$30,000	.....	.....	440,000	490,000	500,000	245,900 c
500,000	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	500,000	500,000
28,000	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	28,000	28,000
175,000	.....	.....	.....	.....	.....	1,325,000	.....	.....	.....	.....	.....	1,325,000	1,500,000	1,500,000
220,000	.....	.....	30,000	.....	.....	175,000	.....	.....	.....	.....	.....	205,000	425,000	425,000
100,000	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	100,000	100,000
20,500	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	50,000	20,500
.....	.....	.....	.....	$1,200,000	.....	.....	.....	.....	.....	.....	.....	1,200,000	1,200,000	1,200,000
.....	.....	.....	.....	.....	.....	.....	.....	150,000	.....	.....	.....	150,000	150,000	150,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	50,000	50,000	50,000	35,000
48,000	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	100,000	48,000
25,000	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	40,000	25,000
500,000	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	500,000	500,000
63,000	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	100,000	63,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	25,000 a
20,000	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	100,000	20,000
75,000	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	75,000	75,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	85,000 a
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	10,000 a
75,000	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	150,000	75,000
.....	.....	.....	.....	250,000	.....	.....	.....	.....	$250,000	.....	.....	500,000	500,000	344,726
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	200,000	50,000	250,000	250,000	200,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	40,000	.....	40,000	40,000	22,500
.....	.....	.....	.....	.....	.....	25,000	.....	.....	.....	.....	.....	25,000	25,000	5,800
100,000	.....	.....	.....	.....	.....	.....	$100,000	.....	.....	.....	.....	100,000	200,000	200,000
250,000	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	500,000	250,000
130,000	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	130,000	130,000
.....	.....	.....	.....	.....	.....	.....	.....	10,000	.....	20,000	.....	30,000	30,000	20,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	75,000 a
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	50,000	.....	50,000	50,000	39,000
50,000	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	50,000	50,000
80,000	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	80,000	80,000 d
300,000	.....	.....	.....	.....	.....	.....	.....	.....	.....	**300,000**	.....	**300,000**	.....	..... b
150,000	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	150,000	150,000 e
.....	.....	.....	25,000	.....	25,000	.....	150,000	.....	.....	.....	.....	200,000	200,000	163,900
.....	.....	.....	.....	.....	.....	.....	.....	160,000	.....	.....	.....	160,000	160,000	160,000
118,500	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	500,000	118,500
250,000	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	250,000	250,000
130,000	.....	.....	.....	.....	.....	.....	.....	.....	.....	70,000	.....	70,000	200,000	200,000
400,000	.....	.....	.....	.....	.....	.....	.....	.....	300,000	.....	100,000	400,000	800,000	759,500
285,000	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	300,000	285,000
25,000	.....	.....	.....	.....	150,000	.....	.....	.....	125,000	.....	700,000	975,000	1,000,000	300,000
60,000	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	60,000	60,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	25,000	.....	.....	25,000	25,000	24,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	20,000	.....	20,000	20,000	13,000
200,000	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	200,000	200,000
100,000	.....	.....	.....	.....	.....	.....	.....	.....	.....	**100,000**	.....	**100,000**	.....	..... b
34,500	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	50,000	34,500
.....	.....	.....	20,000	.....	.....	.....	.....	.....	.....	.....	**20,000**	.....	.....	30,000 f
66,000	.....	.....	.....	.....	.....	.....	.....	134,000	.....	.....	300,000	434,000	500,000	477,750 g
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	150,000	.....	150,000	150,000	150,000
15,000	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	25,000	15,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	10,000,000	10,000,000	10,000,000	1,420,150
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	40,000	.....	40,000	40,000	30,900
200,000	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	200,000	200,000
105,000	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	250,000	105,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	100,000	100,000	100,000	100,000
193,950	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	200,000	193,950
2,267,400	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	2,267,400	2,267,400
150,000	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	150,000	150,000
.....	.....	.....	.....	.....	.....	.....	.....	.....	125,000	.....	.....	125,000	125,000	16,100
200,000	.....	.....	.....	.....	.....	150,000	.....	.....	.....	.....	.....	150,000	350,000	275,000
20,000	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	20,000	20,000
10,000	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	10,000	10,000
100,000	.....	.....	.....	.....	.....	.....	.....	.....	.....	500,000	.....	500,000	600,000	340,000
1,500,000	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	1,500,000	1,500,000
$9,667,850	.....	.....	$325,000	$1,450,000	$195,000	$1,685,000	$250,000	$484,000	$825,000	$840,000	$11,725,000	$17,779,000	$28,558,400	$17,296,876

d Surplus $25,000.00. e Surplus $201,568.64. f Charter surrendered in 1912; now operated as co-partnership. g Year not given for increase of $300,000.00.

DEFENDANTS' EXHIBIT 196.

LIST OF MACHINES AND IMPLEMENTS DISTRIBUTED BY SOME OF THE LARGER CONCERNS IN THE TRADE, AS SHOWN BY THEIR RECENT CATALOGS AND ADVERTISEMENTS.

I. H. C. of America	Deere & Company	Moline Plow Company	Emerson-Brantingham Company	Rumely Products Company	J. I. Case Threshing Machine Company	Rock Island Plow Company	Parlin & Orendorff Company	J. I. Case Plow Company
Grain Binders	Grain Binders	Grain Binders						
Grain Headers								
Grain Hrd. Binders								
Binder Twine	Binder Twine	Binder Twine						
Threshers	Threshers		Threshers	Threshers	Threshers			
Reapers	Reapers	Reapers						
Corn Binders		Corn Binders						
Corn Pickers								
Huskers & Shredders				Huskers & Shredders	Huskers & Shredders			
Ensilage Cutters	Ensilage Cutters							
Corn Cutters	Corn Cutters							
Stalk Cutters	Stalk Cutters	Stalk Cutters	Stalk Cutters			Stalk Cutters	Stalk Cutters	Stalk Cutters.
Mowers	Mowers	Mowers	Mowers					
Hay Rakes	Hay Rakes	Hay Rakes	Hay Rakes					
Side Delivery Rakes	Side Delivery Rakes	Side Delivery Rakes	Side Delivery Rakes			Side Delivery Rakes		
Sweep Rakes	Sweep Rakes		Sweep Rakes					
Hay Loaders	Hay Loaders	Hay Loaders	Hay Loaders			Hay Loaders		
Hay Stackers	Hay Stackers		Hay Stackers					
Hay Tedders	Hay Tedders	Hay Tedders	Hay Tedders			Hay Tedders		
Comb. Stacker & S. Rake	Comb. Stacker & S. R.							
Baling Presses-Hay	Baling Presses-Hay		Baling Presses-Hay	Baling Presses-Hay	Baling Presses-Hay			
Corn Planters	Corn Planters	Corn Planters	Corn Planters			Corn Planters	Corn Planters	Corn Planters.
Corn Shellers	Corn Shellers		Corn Shellers	Corn Shellers	Corn Shellers			
Corn Drill	Corn Drill	Corn Drill	Corn Drill			Corn Drill		Corn Drill.
Gasoline Engines	Gasoline Engines		Gasoline Engines	Gasoline Engines		Gasoline Engines	Gasoline Engines	
Oil Tractors			Oil Tractors	Oil Tractors	Oil Tractors			
Pumping Jacks			Pumping Jacks					
Sprayers	Sprayers							
Sawing Rigs	Sawing Rigs		Sawing Rigs	Sawing Rigs				
Feed Grinders	Feed Grinders			Feed Grinders				
Grinder—Corn	Grinder—Corn							
Sickle Grinder	Sickle Grinder							
Farm Wagons	Farm Wagons	Farm Wagons	Farm Wagons			Farm Wagons	Farm Wagons	
Farm Trucks	Farm Trucks	Farm Trucks	Farm Trucks			Farm Trucks	Farm Trucks	
Motor Wagons (light)								
Cream Separators	Cream Separators			Cream Separators		Cream Separators		
Manure Spreaders	Manure Spreaders	Manure Spreaders	Manure Spreaders			Manure Spreaders	Manure Spreaders	
Peg-tooth Harrows	Peg-tooth Harrows	Peg-tooth Harrows	Peg-tooth Harrows			Peg-tooth Harrows	Peg-tooth Harrows	Peg-tooth Harrows.
Spring-tooth Harrows	Spring-tooth Harrows	Spring-tooth Harrows						
Combination Harrows	Combination Harrows							
Disk Harrows	Disk Harrows	Disk Harrows	Disk Harrows			Disk Harrows	Disk Harrows	Disk Harrows.
	Land Rollers	Land Rollers						
Road Rollers			Road Rollers	Road Rollers	Road Rollers			
Lime Sowers	Lime Sowers							
Fertilizer Sowers	Fertilizer Sowers	Fertilizer Sowers	Fertilizer Sowers					
				Irrigation Pumps				
Grain Seeders	Grain Seeders	Grain Seeders	Grain Seeders			Grain Seeders		
Walking Cultivators	Walking Cultivators	Walking Cultivators	Walking Cultivators			Walking Cultivators	Walking Cultivators	Walking Cultivators.
Riding Cultivators	Riding Cultivators	Riding Cultivators	Riding Cultivators			Riding Cultivators	Riding Cultivators	Riding Cultivators.
Comb. R. & W. Cultivators	Comb. R. & W. Cultivators	Comb. R. & W. Cultivators	Comb. R. & W. Cultivators			Comb. R. & W. Cultivators	Comb. R. & W. Cultivators	Comb. R. & W. Cultivators
Disk Cultivators	Disk Cultivators	Disk Cultivators	Disk Cultivators			Disk Cultivators	Disk Cultivators	Disk Cultivators.
Grain Drills	Grain Drills	Grain Drills	Grain Drills			Grain Drill	Grain Drill	
Harrow, Sulky	Harrow, Sulky	Harrow, Sulky				Harrow, Sulky		
Cotton Drill Planter	Cotton Drill Planter	Cotton Drill Planter				Cotton Drill Planter	Cotton Drill Planter	Cotton Drill Planter.
Pea & Bean Thresher	Pea & Bean Thresher							
	Shredders & Slitters							
Endgate Seeder	Endgate Seeder							
Engine Gang	Engine Gang	Engine Gang	Engine Gang	Engine Gang	Engine Gang		Engine Gang	Engine Gang.
Disk Eng. Gang Plow	Disk Eng. Gang Plow	Disk Eng. Gang Plow	Disk Eng. Gang Plow	Disk Eng. Gang Plow			Disk Engine Gang Plow	
Comb. Planter & Disk	Comb. Planter & Disk	Comb. Planter & Disk						
		Beet Seeder					Beet Seeder	
Rice Threshers				Rice Threshers	Rice Threshers			
	Sub Soilers							
	Alfalfa Cult. & Seed Att.							
	Ridge Buster							Ridge Buster.
	Clod Crusher & Pulv.						Clod Crusher & Pulv.	
	Mulch Harrow							
	Pulverizing Harrow							
	Rotary Harrow							
	Spading Harrow							
	Comb. Cult. & Harrow	Comb. Cult. & Harrow						
Alfalfa Renovator	Alfalfa Renovator		Alfalfa Renovator				Alfalfa Renovator	
	Potato Digger	Potato Digger				Potato Digger	Potato Digger	
	Potato Planter							Potato Planter.
	Potato Harvester							
	Potato Sorter							
	Potato Cutter							Potato Cutter.
	Cane Stubble Digger							
	Garden Seeder							
	Wheelbarrow Seeder							
	Wheelbarrows							
	Cane Mill							
	Cider Mill							
	Fanning Mill							
	Power Washing Machine							
	Buggies	Buggies	Buggies			Buggies		
	Driving Wagon, 1 seat	Driving Wagon, 1 seat	Driving Wagon, 1 seat					
	Spring Wagon, 2 seats	Spring Wagon, 2 seats	Spring Wagon, 2 seats					

Harrow, Sulky	Harrow, Sulky	Harrow, Sulky				Harrow, Sulky		
Cotton Drill Planter	Cotton Drill Planter	Cotton Drill Planter				Cotton Drill Planter	Cotton Drill Planter	Cotton Drill Planter.
Pea & Bean Thresher	Pea & Bean Thresher							
	Shredders & Slitters							
Endgate Seeder	Endgate Seeder							
Engine Gang	Engine Gang	Engine Gang	Engine Gang	Engine Gang	Engine Gang		Engine Gang	Engine Gang.
Disk Eng. Gang Plow	Disk Eng. Gang Plow	Disk Eng. Gang Plow	Disk Eng. Gang Plow	Disk Eng. Gang Plow			Disk Engine Gang Plow	
Comb. Planter & Disk	Comb. Planter & Disk	Comb. Planter & Disk						
		Beet Seeder					Beet Seeder	
Rice Threshers				Rice Threshers	Rice Threshers			
	Sub Soilers							
	Alfalfa Cult. & Seed Att							
	Ridge Buster							Ridge Buster.
	Clod Crusher & Pulv						Clod Crusher & Pulv	
	Mulch Harrow							
	Pulverizing Harrow							
	Rotary Harrow							
	Spading Harrow							
	Comb. Cult. & Harrow	Comb. Cult. & Harrow						
Alfalfa Renovator	Alfalfa Renovator		Alfalfa Renovator				Alfalfa Renovator	
	Potato Digger	Potato Digger				Potato Digger	Potato Digger	
	Potato Planter							Potato Planter.
	Potato Harvester							
	Potato Sorter							
	Potato Cutter							Potato Cutter.
	Cane Stubble Digger							
	Garden Seeder							
	Wheelbarrow Seeder							
	Wheelbarrows							
	Cane Mill							
	Cider Mill							
	Fanning Mill							
	Power Washing Machine							
	Buggies	Buggies	Buggies			Buggies		
	Driving Wagon, 1 seat	Driving Wagon, 1 seat	Driving Wagon, 1 seat					
	Spring Wagon, 2 seats	Spring Wagon, 2 seats	Spring Wagon, 2 seats					
	Carriages	Carriages	Carriages			Carriages		
	Business Wagons	Business Wagons						
	Drays							
	Scales (Pitless)	Scales (Pitless)						
	Hay Unloader							
	Tedding Windrower							
	Road Scrapers							
	Road Grader			Road Grader	Road Grader			
	Road Drag							
	Portable Elevators							
	Clover Cutters							
	Walking Plows	Walking Plows	Walking Plows			Walking Plows	Walking Plows	Walking Plows.
	Sulky Plows	Sulky Plows	Sulky Plows			Sulky Plows	Sulky Plows	Sulky Plows.
	Sulky Gang Plows	Sulky Gang Plows	Sulky Gang Plows			Sulky Gang Plows	Sulky Gank Plows	Sulky Gang Plows.
	Sulky Disk Plows	Sulky Disk Plows				Sulky Disk Plows		
	Rev. Rotary S. Disk Plows	Rev. Rotary S. Disk Plows						
	Sulky Disk Gang Plows	Sulky Disk Gang Plows				Sulky Disk Gang Plows		
	Two-way Sulky Plows							
	Pulverizer	Pulverizer	Pulverizer	Pulverizer		Pulverizer		
	Listers	Listers	Listers			Listers	Listers	Listers.
	Comb. Lister & Drill	Comb. Lister & Drill	Comb. Lister & Drill			Comb. Lister & Drill		Comb. Lister & Drill.
	Lawn Mowers							
	Dumping Box							
	Babcock Testers							
	Cow Milker							
	Vacuum Cow Cleaner							
	Harness							
	Hand Carts						Hand Carts	
	Horse Powers				Horse Powers			
	Beet Puller	Beet Puller					Beet Puller	
	Beetle Potato Duster							
		Wagon Box Spreaders						
		Sulky						
		Beet Cultivator					Beet Cultivator	
		Bean Planter						
		Stubble Digger						
		Sub-surface Packer					Sub-surface Packer	
		Sleighs						
			Steam Tractors	Steam Tractors	Steam Tractors			
			Clover Huller	Clover Huller				
			Saw Mills	Saw Mills				
			Deep Furrow Plow					
				Power Hoist				
				Tank Wagons	Tank Wagons			
				Engine Guides				
				Grain Weighers	Grain Weighers			
				Stationary Steam Engines	Stationary Steam Engines			
				Grain Graders				
				Engine Tenders	Engine Tenders			
	Automobiles				Automobiles	Automobiles		
					Sprinklers, Street			
					Peanut Separators			
					Spokane Fdrs. for Hd. Gr.			
						Manure Carriers		
					Dump Wagons			
TOTAL 59	108	57	47	26	20	34	28	19

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Atwater, A. C., Batavia, N. Y., Secy. Johnston Harvester Co.	III	377	379
Babcock, Fred, Ripon, Wis., dealer	III	100	103
Baker, E. J., Pub. of Trade Farm Imp. News	I	121	...
Bayston, A. H., Plano, Ill., officer of Independent Har. Co.	II	181	183
Beam, H. H., Springfield, O., Secy. Thomas Mfg. Co.	III	216	226
Bentley, Cyrus, Chicago, Ill., lawyer	I	466	...
Bohnen, Thomas, Melrose, Minn., dealer	III	168	170
Borgmann, Geo. R., Sauk Center, Minn., dealer	III	104	107
Brown, J. E., Stewartville, Minn., dealer	III	159	162
Butler, E. K., Chicago, Ill., former Pres. Keystone Co., formerly with McCormick Har. Machine Co	II	141	143
Butterworth, Wm., Moline, Ill., Pres. of Deere & Co	II	52	54
Campbell, E. B., Auxvasse, Mo., dealer	II	510	511
Carr, W. L., Kansas City, Mo., employe of John Deere Plow. Co., formerly with Plano Co. and I. H. Co	II	473	484
Cotton, J. P., Jr., New York, N. Y., lawyer	I	348	...
Coulter, John Lee, Washington, D. C., statistician U. S. Census Bureau	I	487	505
Cravath, Erastus M., New York, N. Y., lawyer	I	354	...
Curtis, John D., Worcester, Mass., Vice-Pres. Richardson Mfg. Co.	III	385	389
Daab, A., Belleville, Ill., dealer	III	58	62
Dale, Fred V., Minot, N. D., dealer	III	140	143
Daly, John J., New York, N. Y., notary for Guthrie, Cravath & Henderson, lawyers	I	359	...
Daniels, H. L., Mgr. Fibre Dept. Int. Harv. Co.	III	314	324
Daniels, H. L. (Recalled)	III	411	439
Funk, Clarence S., Chicago, Ill., Gen. Mgr. I. H. Co	I	1	33
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Geer, Danforth, Hoosick Falls, N. Y., Pres. of Walter A. Wood Co.	III	303	305
Gibbs, M. H., Mgr. Hooven & Allison Co., twine manufacturers, former Mgr. of D. M. Osborne & Co., St. Louis and Kansas City	III	109	119
Glass, Albert J., Poughkeepsie, N. Y., Gen. Mgr. Adriance-Platt & Co,	III	355	361
Glessner, J. J., Mfr., Warder, Bushnell & Glessner Co.	I	439	...
Goldammer, F. E., Lakota, N. D., dealer	III	163	165
Green, W. H., Creighton, Neb., dealer	III	1	24
Griggs, P. W., Topeka, Kas., dealer	II	401	406
Groendyke, J. C., Miamisburg, O., twine manufacturer	II	168	175
Hagen, Gilbert, Adams, N. D., dealer	III	148	...
Hamilton, Wm. Pierson, New York, N. Y., member of firm of J. P. Morgan & Co	I	293	...
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Haskins, R. C., Chicago, Ill., Pres. I. H. Co. of A	I	73	...
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Howe, Richard F., Morristown, N. J., former partner of Deering Har. Co.	II	146	...
Howe, Wm. S., Hinsdale, N. H., Mfr., The Granite State Mowing Mach. Co.	III	312	313
Hull, Charles, Edgeley, N. D., dealer	III	156	158
Hyatt, Abram M., New York, N. Y., Vice-Pres. of Lincoln Trust Co.	I	339	...
Jones, A. H., Hastings, Neb., dealer	III	152	155
Jones, O. W., Collection Agt. of I. H. Co., former stockholder of Plano Mfg. Co	II	520	..
Jones, Wm. H., former Pres. of Plano Mfg. Co.	I	38	50
King, James, Chicago, Ill., Asst. Comptroller of I. H. Co.	I	222	...
Lamb, Michael H., Mission, Texas, former employe of McCormick Har. Mach. Co., I. H. Co. and Acme Har. Mach. Co.	II	312	324
Lane, W. C., New York, N. Y., Pres. of Standard Trust Co.	I	239	...
Lee, B. E., Watertown, S. D., dealer	III	171	172
Llewellyn, S. J., Chicago, Ill., former Vice-Pres. of Plano Mfg. Co.	I	183	191
Mason, R. E., Omaha, Neb., Branch Mgr. Acme Harv. Machine Co.	III	178	183
McAleer, B. A., Oklahoma City, Okla., agricultural implement salesman for competitors—former employe	II	343	357
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McDougall, J. E., Britton, S. D., dealer	III	193	197
Messinger, G. F., Tatamy, Pa., Mfr. Messinger Mfg. Co.	III	398	...
Metcalf, Edwin D., Auburn, N. Y., former Vice-Pres. and Gen. Mgr. of D. M. Osborne & Co	I	371	380
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Miller, Edward M. F., New York, N. Y., stockbroker, First Pres. of I. H. Co	I	345	...
Newcomer, Harlan G., Utica, N. Y., Pres. Eureka Mower Co.	III	351	353
Osborne, Thomas Mott, Auburn, N. Y., Mfr., D. M. Osborne & Co.,	I	360	365
Owings, M. R. D., Adv. Mgr. of I. H. Co. of A	II	224	...
Patterson, E. A., Clyde, Kas., dealer	III	145	147
Perrott, G. G., Early, Ia., former I. H. Co. blockman, (for petitioner in rebuttal)	XIV	162	169
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Plattner, John, Denver, Colo., Mfr. Plattner Imp. Co	II	514	517
Porter, H. E., Minneapolis, Minn., sales manager for Deere & Co., former employe of D. M. Osborne & Co	III	91	95
Reay, W. M., Chicago, Ill., comptroller of I. H. Co	I	478	...
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Reifsnider, C. K., St. Louis, Mo., Pub. of "Farm Machinery"	III	66	...
Retzlaff, F. H., New Ulm, Minn., dealer	III	128	129
Robinson, Frederick, Racine, Wis., former officer Milwaukee Harv. Co., Vice-Pres. J. I. Case Threshing Machine Co	II	129	136
Rumely, Edward A., LaPorte, Ind., Treas. and Gen. Mgr. of M. Rumely Co.	II	156	161
Sallaska, J. J., Weatherford, Okla., dealer	III	54	56
Schlottman, G. W., Courtland, Minn., dealer	III	130	135
Schwope, W. A., Weston, Mo., dealer	II	507	508
Simmons, H. C., Pilot Grove, dealer	II	471	473
Smalley, J. L., Manitowoc, Wis., Vice-Pres. of the Smalley Mfg. Co.	II	177	180
Snyder, Harry, Grenloch, N. J., Treas. of Bateman Mfg. Co.	III	397	...
Sproul, Matt, Sparta, Ill., Mfr. huskers and shredders	II	14	18
Storrow, Jas. J., Boston, Mass., member of firm of Lee, Higginson & Co., son-in-law of D. M. Osborne	I	369	...
Swift, R. B., Chicago, Ill., formerly with the McCormick Har. Machine Co	I	404	...
Taylor, Frank S., Chicopee Falls, Mass., Mfr., Belcher & Taylor Agricultural Tool Co	III	395	...
Utley, Henry B., Chicago, Ill., Mgr. Purchasing Dept. of I. H. Co.	I	191	204
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Vincent, Wm. A., lawyer, former Pres. Aultman, Miller Buckeye Co.	I	528	549
Welchlin, A. H., Fairmont, Minn., dealer	III	175	177
Weyland, Geo. A., Booneville, Mo., dealer	II	426	451
Recalled	II	450	451
White, J. D., Rockford, Ill., sales manager Emerson-Brantingham Co.	II	191	194

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Worner, W. D., Aberdeen, S. D., Gen. Agt. for Acme Harvesting Machine Co	III	188	190

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Aachte, Wm., Cordell, Okla., dealer	VI	474	476
Achterberg, A. E., Lincoln, Kas., dealer	VII	531	533
Adams, Edmund H., Lamar, Mo., dealer	VI	590	592
Agnew, A. E., Stillman Valley, Ill., dealer	XI	221	223
Alderson, W. E., Virden, Ill., dealer	XI	173	175
Allaly, D. W., Mauston, Wis., dealer	XI	323	325
Allen, Paul, Jamestown, N. D., dealer	X	37	38
Alley, John, Mercer, Mo., dealer	VII	118	121
Allison, W. C., Muscotah, Kas., dealer	VII	125	126
Allyn, C. H., Madison, Wis., Vice-Pres. & Mgr. Madison Plow Co.	XI	202	204
Anderson, A. B., Osakis, Minn., dealer	IX	218	219
Anderson, A. P., St. Paul, Neb., dealer	V	128	131
Anderson, D. O., Cambridge, Minn., dealer	IX	204	205
Anderson, H. O., Sturgis, S. D., dealer	V	210	212
Anderson, Jens, Windom, Minn., dealer	X	1	3
Anderson, Jens (withdrawn)	VIII	...	395
Anderson, J. W., Braham, Minn., farmer	X	143	146
Anderson, Roy R., Garnett, Kas., dealer	VII	327	329
Anderson, Tom, Milan, Minn., dealer	X	124	126
Andrews, F. W., Irwin, Pa., dealer	XII	292	293
Appleby, John F., Davenport, Iowa, inventor of harvesting machinery	XIII	370	378
Armfield, Geo. W., Redfield, Ia., dealer	V	356	358
Armknecht, E. P., Donnellson, Ia., dealer	XI	409	411
Arnold, E. W., Larned, Kas., farmer	VI	534	536
Ashbrook, W. M., Spickard, Mo., dealer	VII	114	115
Aufderheid, A. F., Bland, Mo., dealer	VIII	94	96
Austin, F. A., Hendley, Neb., dealer	VII	462	463
Austin, W. A., Sylvia, Kas., dealer	VI	548	550
Ayer, Lyman W., Little Falls, Minn., farmer	IX	75	79
Ayers, Edward A., Fairbury, Neb., dealer	V	533	535
Babb, C. L., Xenia, Ohio, dealer	XII	42	43
Babcock, E. P., Elk River, Minn., dealer	IX	131	132
Bach, C. J., Hurley, S. D., dealer	VIII	557	560
Bachelor, J. G., Cuba, Kas., dealer	VII	375	377
Bachman, C. F., Three Oaks, Mich., dealer	XII	521	522
Bacon, C. H., Hutchinson, Kas., farmer	VI	564	566
Bailey, H. H., New Hampton, Ia., farmer	XI	52	55
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Baker, Francis, Everett, Pa., dealer	XII	118	120
Baker, Geo. W., Batavia, N. Y., Asst. Sales Mgr. of Johnston Harvester Co.	XII	47	50
Baker, Geo. W. (recalled)	XII	161	161
Baker, J. E., Devils Lake, N. D., farmer	IX	466	468
Baker, Joseph, El Paso, Ill., dealer	X	409	411
Baker, William G., New Paris, O., farmer	X	332	334
Balch, Geo. E., Kansas City, Mo., Sec. and Asst. Treas. K. C. Hay Press Co.	VIII	189	190
Baldwin, Jay, New Haven, Mich., dealer	X	568	570
Ball, R. F., Auditor of Walter A. Wood H. M. Co., 1892-1894	XIII	52	...
Ballew, William, Malta Bend, Mo., dealer	VII	286	289
Banfield, Chas., E., Olean, N. Y., dealer	XI	516	519
Bang, Christian, McCanna, N. D., farmer	IX	464	465
Bangston, E. D., Alexis, Ill., dealer	X	405	407
Barber, Albert C., Moline, Ill., Sales Mgr. Moline Plow Co.	XI	334	343
Barnes, J. M. Elizabeth, Tenn., dealer	XI	142	143
Barrett, Richard C., Glenburn, N. D., farmer	IX	537	540
Barron, R. E., Howell, Mich., dealer	X	492	494
Bartholomew, J. B., Peoria, Ill., Pres. of the Avery Co.	XII	484	485
Bartlett, Geo. H., Foreign Representative of I. H. Co.	XIII	306	312
Barton, R. C., Coffey, Mo., dealer	VII	110	112
Bass, T. B., Canton, Ill., dealer	X	379	380
Bateman, Fred H., Grenloch, N. J., V.-P. & Gen'l Mgr. of the Bateman Mfg. Co.	XII	1	3
Battey, R. C., Bismarck, N. D., Gen'l Agt. of I. H. Co. of A.	X	264	266
Baumgartner, William, Berne, Ind., dealer	X	462	464
Beal, I. W., Moline, Kas., dealer	VI	745	747
Beaty, J. M., Jerseyville, Ill., dealer	XI	274	275
Beavers, W. L., Zumbrota, Minn., dealer	IX	250	252
Beckemeir, Henry, Norborne, Mo., dealer	VII	240	242
Beebe, C. D., Onsted, Mich., dealer	X	488	489
Beerline, Henry, Papillion, Neb., dealer	V	271	272
Belcher, William, York, Neb., dealer	V	524	526
Bender, Jacob, Sutton, Neb., dealer	V	467	470
Bennett, R. L., Inkster, N. D., dealer	IX	407	409
Benolken, Peter, Freeport, Minn., dealer	IX	163	165
Benson, O. L., Cannon Falls, Minn., farmer	IX	351	353
Benton, L. R., Kiowa, Kas., dealer	VI	814	816
Benz, Victor G., Ann Arbor, Mich., dealer	X	484	486
Berge, Rolleff, Courtenay, N. D., dealer	X	9	11
Berger, C. N., Salina, Kas., dealer	VII	506	507
Bergman, Peter, Beverly, Kas., dealer	VII	522	524
Bergman, W. C., Newton, Ia., dealer, mfr. shredders and gas engines	XI	1	5
Bertsch, Christian, Bismarck, N. D., dealer	IX	513	514
Betz, A. H., Somonauk, Ill., dealer	X	522	523
Betzner, Carle, Peru, Ind., dealer	X	382	384
Bierkamp, Henry, Durant, Ia., dealer	XI	400	403
Bingenheimer, George H., Mandan, N. D., dealer	IX	525	527
Bingham, D. W., Ozark, Mo., dealer	VIII	119	121
Bishop, Geo. L., Cordell, Okla., farmer	VI	393	395
Bishop, Wm. W., Virginia, Ill., dealer	XI	164	165
Bjorke, Olaf, Abercrombie, N. D., dealer	X	65	66
Black, G. W., Rockford, Ill., farmer	XI	288	289
Blake, H. M., Canton, Ill., Sales Mgr. of Parlin & Orendorff Mfg. Co.	XIII	126	128
Blanchard, Jas. A., Blanchardsville, Wis., dealer	XI	209	211

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Bleeker, H. M., Emery, S. D., dealer	VIII	430	432
Bliesner, H., Baldwin, Wis., dealer	IX	31	33
Bloomingdale, Frank, Voorheesville, N. Y., dealer	XII	191	192
Blouch, Clint, Princeton, Kas., dealer	VII	293	295
Bohan, Daniel, Avoca, Wis., dealer	XI	318	319
Bolens, Harry W., Port Washington, Wis., Pres. of Gilson Mfg. Co.	XIII	84	86
Bond, H. E., Jamesport, Mo., dealer	VII	105	107
Bonde, P. F., Watson, Minn., dealer	X	114	116
Bonniwell, Philip M., Whitewood, S. D., dealer	V	162	167
Book, Samuel, Quarryville, Pa., dealer	XII	126	129
Bordine, Adelbert T., Dundee, Mich., farmer	X	595	597
Bornshein, Albert F., Brandon, Wis., dealer	XII	407	408
Bott, Fred, Springfield, Minn., dealer	IX	156	159
Botten, Peter, Bentley, N. D., dealer	IX	515	516
Bourn, T. T., Modale, Ia., farmer	V	710	713
Bowring, A. E., Sioux Falls, S. D., Gen. Agt., I. H. Co. of A.	X	233	238
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Boyer, H. A., Faribault, Minn., dealer	IX	150	151
Boylan, B. T., Armour, S. D., dealer	VIII	473	475
Boylan, Otis H., Kalamazoo, Mich., dealer	XII	478	480
Brainard, G. T., Gary, S. D., dealer	VIII	319	320
Brandt, F. W., Carmi, Ill., dealer	X	471	472
Braunsdorf, Herman, Labette Co., Kas., farmer	VI	668	670
Brennan, John, Burr, Neb., dealer	V	732	733
Bresnahan, P. W., DeGraff, Minn., dealer	X	105	107
Brewer, E. W., Kasson, Minn., dealer	IX	270	272
Brewer, M. P., Prophetstown, Ill., dealer	XI	418	420
Briggs, F. S., Neosho, Mo., dealer	VIII	146	147
Briggs, I. F., Forestburg, S. D., farmer	VIII	392	394
Brim, J. A., Walnut Grove, Mo., dealer	VIII	135	136
Brinton, W. B., Dixon, Ill., Pres. Grand Detour Plow Co.	XI	352	355
Britton, B. H., Elgin, Ill., dealer	X	550	551
Brobst, Harvey, Findlay, Ohio, dealer	XI	500	503
Brogan, Francis A., Omaha, Neb., attorney	V	278	...
Brooks, George W., Omro, Wis., dealer	XII	453	454
Brophy, George B., Oneida, N. Y., farmer	XII	87	89
Brown, H. E., Salix, Iowa, farmer	V	392	395
Brown, H. M., Ashtabula, Ohio, dealer	XII	151	152
Brown, Jas., Edmond, Okla., dealer	VI	357	359
Brown, William N., Quincy, Ill., Asst. Manager of The Collins Plow Co.	XII	510	511
Browning, Frank A., Webber, Kas., dealer	VII	369	370
Brumbaugh, John E., New Lebanon, O., dealer	X	296	298
Buchheit, John, Fair Grove, Mo., dealer	VIII	149	151
Buchmann, H., Madison, Minn., farmer	VIII	236	239
Buchner, Edw. F., Pierce City, Mo., dealer	VIII	169	171
Buck, W. H., Gibbon, Neb., dealer	V	304	305
Buckley, Geo. C., Menlo, Ia., dealer	V	345	348
Bulliert, V. H., Corydon, Ind., dealer	XI	71	72
Bunz, Gust, Bennington, Neb., dealer	V	268	269
Bupp, Edward, York, Pa., dealer	XII	122	124
Burge, George, Mound City, Mo., farmer	VII	250	252
Burgess, B. A., Essex, Ill., dealer	XI	108	110
Burkhart, Chas., Daykin, Neb., farmer	VI	125	127
Burmeister, Chas., Yutan, Neb., farmer	V	670	672

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Burnham, F. H., Watseka, Ill., dealer	XI	102	104
Burns, Robt. N., Appleton City, Mo., dealer	VIII	98	100
Burns, S. T., Whiting, Ia., farmer	VIII	439	441
Burt, W. R., Galt, Iowa, dealer	XII	576	577
Busch, Edw. G., Washington, Mo., dealer	VIII	43	44
Buscher, John, Canasfota, S. D., dealer	VIII	526	527
Bush, V. E., La Porte, Ind., Eastern and Southern Sales Mgr. of Rumely Products Co	XIII	102	104
Butterfield, Fred F., Humboldt, Neb., dealer	VII	54	58
Butts, Henry P., Sodus, N. Y., dealer	XII	30	32
Cadwell, C. A., Sioux Falls, S. D., Mgr. Dak. Mol. Pl. Co.	VIII	491	495
Cain, Chas., Schuyler, Neb., farmer	VI	214	216
Calhoun, Wm. J., Chicago, Ill., lawyer	XIII	31	34
Callan, T. R., Odell, Neb., dealer	VI	119	120
Candler, W. S., Mountain Grove, Mo., dealer	VIII	177	178
Carey, Morton, Guthrie, Okla., farmer	VI	378	379
Carl, W. H., Shreve, Ohio, dealer	XII	238	239
Carr, J. A., Webster, S. D., farmer	VIII	360	362
Carr, James A., Richmond, Ind., Pres. of The Amer. Seeding Mach. Co.	XIII	364	367
Carter, George H., Windsor, Mo., dealer	VII	290	291
Case, George W., Purcellville, Va., dealer	XII	200	203
Casey, Charles H., Jordan, Minn., dealer	X	96	97
Cassells, H. W., Groton, S. D., dealer	VIII	340	342
Casteel, E. R., Princeton, Mo., dealer	VII	130	132
Casteen, W. F., Meade, Kas., dealer	VI	452	454
Champlin, J. B., Canton, Kas., dealer	VII	451	453
Chapman, C. D., Giltner, Neb., dealer	VI	110	111
Chase, L. W., Lincoln, Neb., Prof. Ag'cl Eng	VI	40	46
Cherny, John, North Bend, Neb., dealer	VI	30	32
Cherry, C. R., Tonawanda, New York, farmer	XII	20	23
Chevalier, L. H., Berea, Ohio, dealer	XII	235	237
Christenson, Edgar O., Hartford, Wis., dealer	XII	433	434
Cimbelman, Fred, Sutton, Neb., farmer	VI	96	98
Claggert, George, Montevideo, Minn., dealer	X	118	119
Clark, A. J., Cedar Falls, Iowa, farmer	XII	354	357
Clarke, S. S., Caldwell, Kas., dealer	VI	703	704
Clarkson, W. J., Omaha, Neb., former bookkeeper and Asst. Cash'r, Deering Div. I. H. Co., Sioux City	VIII	545	548
Class, P. G., Tipton, Mo., dealer	VIII	86	87
Claussen, Peter, Renwick, Iowa, dealer	XII	584	586
Clayton, John A., Cherryvale, Kas., dealer	VII	526	527
Clift, C. R., Bluff City, Kas., dealer	VI	762	764
Coates, W. N., Stuart, Neb., dealer	V	189	191
Coble, Hugh, Sedgewick, Kas., farmer	VI	806	807
Coburn, D. D., Laurel, Neb., dealer	V	408	410
Cochrane, DeWitt, Clarke, S. D., dealer	VIII	247	248
Cockerill, H. W., Papillion, Iowa, farmer	V	682	684
Coffey, Theodore, Greenfield, Ia., dealer	V	201	205
Coleman, Guy, Platte City, Mo., dealer	VII	198	200
Coleman, U. L., Marionville, Mo., dealer	VIII	140	142
Collier T. J., Marquette, Kas., dealer	VII	443	445
Collins, Geo. W., Belleville, Kas., dealer	VII	437	439
Collins, L. D., Batavia, N. Y., Treas. and Asst. Gen'l Mgr. of Johnston Harv. Co.	XIII	334	335
Conover, Howard S., Franklin, Ohio, dealer	XI	178	179
Conrad, J. P., Monee, Ill., dealer	XI	99	101
Cook, Amenzo M., Leslie, Mich., farmer	X	515	517

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Cook, W. L., Beaver Crossing, Neb., dealer	VI	56	58
Cooper, Frank E., Vernon Center, Minn., dealer	X	188	189
Corey, Clark, Witoka, Minn., farmer	IX	313	317
Corkhill, F. S., Fairbury, Ill., farmer	X	397	399
Cosgrove, C. S., LeSueur, Minn., dealer	IX	171	173
Cosgrove, William M., Wheatland, N. D., farmer	X	86	88
Costello, John, Rogers, Neb., farmer	V	426	431
Cotten, Arthur G., Forest City, Mo., dealer	VII	87	89
Couchman, Wm. V., Brussels, Belgium, European Sales Inspector for the I. H. Co	XIII	189	198
Cowen, E. J., Frederick, Okla., dealer	VI	428	430
Cozatt, J. A., Jasper, Mo., dealer	VI	626	627
Craig, J. A., Janesville, Wis., Gen. Mgr. Janesville Machine Co.	XI	224	227
Crane, Frederick R., Crookston, Minn., Agricultural Engineer Great Northern Lines	X	20	29
Crapser, W. V., Thornton, Ia., farmer	IX	393	395
Crary, Arthur R., Boone, Ia., dealer	XII	563	565
Crisler, J. S., Rice Lake, Wis., dealer	IX	14	16
Cronin, D. G., Morris, Ill., dealer	X	540	542
Crook, D. C., Minoka, Ill., farmer	X	578	580
Crossley, George W., Council Bluffs, Ia., farmer	V	439	443
Cundiff, J. C., Clearwater, Kas., farmer	VI	801	803
Currey, Clinton, Belvidere, Neb., farmer	VI	104	107
Currie, Alex., Cando, N. D., dealer	IX	494	495
Currier, J. Q., Nicollett, Minn., dealer	IX	187	188
Curtis, J. H., Denton, Kas., dealer	VII	208	209
Curtis, Orrin M., Goshen, Ind., dealer	XII	531	533
Dahl, J. P., Staplehurst, Neb., dealer	V	553	555
Dally, M. C., Dunlap, Ia., dealer	V	55	57
Dalton, W. W., Clinton, Wis., dealer	XI	301	303
Danford, L. P., Hutchinson, Kas., farmer	VI	524	526
Danforth, W. M., Raymond, S. D., dealer-farmer	VIII	277	279
Daniels, H. E., Council Bluffs, Ia., G. A., I. H. Co. of A	VI	137	144
Daniels, H. L., Chicago, Ill., Mgr. of Fibre Dept. of I. H. Co.	XIII	52	56
Recalled	XIV	21	21
Recalled	XIV	158	...
Danielson, J. J., Elm Creek, Neb., farmer	VI	122	124
Dannenberg, Wm., Allegan, Mich., dealer	XI	455	457
Davey, C. W., Hamburg, Ia., dealer	V	241	243
Davidson, J. B., Prof. of Agricultural Engineering, Iowa State College	XIII	67	75
Davis, A. E., Binghampton, N. Y., dealer	XII	253	254
Davis, C. Roscoe, Cleveland, Minn., dealer	IX	167	169
Davis, F. R., Council Bluffs, Ia., jobber, Pres. Pioneer Implement Co.	V	624	625
Davis, Silas, Hawk Point, Mo., dealer	VIII	65	67
Day, W. H., Milwaukee, Wis., Sales Mgr. of International Gas Engine Co.	XIII	120	122
Deacon, R. R., Butler, Mo., dealer	VII	229	230
Debilzan, Geo., Andover, S. D., dealer	VIII	337	339
Dechant, E. T., Franklin, Ohio, farmer	XI	190	192
De Cou, A. E., Woodbine, Iowa, dealer	V	254	257
DeLaney, W. J., Delavan, Wis., farmer	XII	429	...
DeLong, Geo. A., Foosland, Ill., dealer	XI	93	95
Dempster, A. R., Sioux Falls, S. D., Mfr	VIII	535	537
Dempster, H. L., Beatrice, Neb., Mfr	V	512	514
Dempsey, C. J., Long Prairie, Minn., dealer	IX	52	53

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Denison, C. A., St. Louis, Mo., Brch. Mgr. Johnston Har. Co.	VIII	5	6
Deppe, J. F., Marshall, Wis., dealer	XI	320	321
DeWaters, F. E., Elmira, N. Y., dealer	XII	255	257
Dibbern, Henry S., Milan, Ill., dealer	XI	406	408
Dillavou, S. E., Champaign, Ill., dealer	XI	111	113
Dillingham, David, Blue Springs, Mo., dealer	VII	272	274
Ditmars, H. J., West Liberty, Iowa, dealer	XI	390	392
Dobyns, F. L., Howard, Kas., dealer	VI	738	740
Dodds, A. C., Skidmore, Mo., dealer	VII	84	86
Dolan, Barney, Chatfield, Minn., farmer	IX	330	333
Doll, John, Prairie du Sac, Wis., dealer	XI	331	333
Donnellan, T. E., Topeka, Kas., Gen. Agt., I. H. C. of A.	VIII	202	214
Recalled	X	...	222
Dooley, W. A., Dearborn, Mo., dealer	VII	184	186
Downey, Daniel E., Philadelphia, Pa., dealer	XII	196	198
Doyle, M. A., Westminster, Md., dealer	XII	206	208
Doyle, S. J., Carrington, N. D., dealer	X	18	19
Duffy, John P., Greenville, Ohio, dealer	X	361	363
Dunbar, David, Hallowell, Kan., farmer	VI	677	679
Duncan, E. H., Cannon Falls, Minn., farmer	IX	356	358
Duncan, J. E., Oklahoma City, Okla., Brch. Mgr. P. & O. Plow Co.	VI	714	718
Dunford, J., Canton, Minn., dealer	IX	324	326
Dunkerton, E. W., Bronson, Kan., dealer	VI	585	587
Dunkle, Christopher, Omaha, Neb., Mgr. Neb. Mol. Plow Co.	VI	79	84
Dunn, George W., Alexis, Ill., farmer	X	402	404
Dunton, L. H., Arcadia, Kan., dealer	VI	621	623
Durkee, George M., Omaha, Neb., Mgr. P. & O. Plow Co.	V	611	614
Dusenberry, E. A., Ludlow, Kan., dealer	VII	319	320
Drommer, W. H., Pomeroy, Iowa, dealer	VIII	385	387
Dwyer, Thomas J., London, Ohio, dealer	XII	78	80
Dycus, John A., Waltonville, Ill., farmer	XI	290	291
Dyer, A. W., Exeter, Neb., dealer	V	139	141
Early, James J., Valley City, N. D., former bookkeeper for Walter A. Wood Harvester Co. of Minn.	XIII	35	39
Eason, T. T., Marlow, Okla., dealer	VI	469	471
Eastgate, J. E., Larimore, N. D., farmer	IX	480	481
Eastman, J. H., Barnum, Iowa, dealer	VIII	405	406
Eaton, W. R., Lockwood, Mo., dealer	VIII	128	130
Echtenkamp, Fred, Arlington, Neb., dealer	V	335	337
Ede, J. C., Mondovi, Wis., dealer	IX	37	39
Edgington, C. W., Gilmore City, Iowa, dealer	XII	568	570
Edmundson, C. M., Galesburg, Ill., dealer	X	413	414
Edwards, Daniel O., Hazelton, Kan., dealer	VI	773	775
Edwards, E. J., Alta, Iowa, dealer	V	231	233
Eggenberger, J. J., Saumenin, Ill., dealer	X	345	347
Eich, Joseph, Little Falls, Minn., dealer	IX	214	215
Elward, R. A., Castleton, Kas., farmer	VI	568	570
Emerick, J. D., Wichita, Kan., farmer	VI	841	842
Emison, John W., Vincennes, Ind., dealer	X	303	305
Emmart, Robt. L., Wichita, Kas., farmer	VI	823	825
Engel, Frank A., Hastings, Minn., dealer	IX	267	269
Englehardt, Fred, Saronville, Neb., farmer	V	567	569
English, W. E., Huron, Kas., dealer	VII	215	218
Engram, Erastus, Plainwell, Mich., dealer	XI	434	436
Epperson, George F., Sumter, S. C., dealer	XII	372	374
Erickson, E. J., Bode, Iowa, dealer	XII	579	581
Esch, L. F., Sutton, Neb., farmer	VI	102	104

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Esden, C. J., Sidney, Iowa, dealer	V	629	631
Eskeldson, S. C., Ramona, Kas., dealer	VIII	17	19
Espy, Clark F., Dubuque, Iowa, former Gen'l Agt. for the Deering Div. of the I. H. Co	XIII	98	99
Estby, H. C., Cyrus, Minn., dealer	X	206	207
Evans, J. A., Cimarron, Kas., dealer	VI	416	419
Evans, James S., Vandalia, Ill., dealer	XI	276	279
Even, Wm., Speer, Ill., dealer	X	350	351
Everson, A. E., Bryant, S. D., farmer	VIII	267	269
Everts, E. D., Warren, Pa., dealer	XI	531	533
Fairbanks, H. E., Plainfield, Wis., farmer	XI	369	372
Fairfield, E. J., Minneapolis, Minn., Mgr. of Lindsay Bros., Implement Jobbers	X	268	272
Recalled	X	...	277
Recalled	X	...	284
Farmer, R. O., Anthony, Kas., dealer	VI	743	744
Farquhar, A. B., York, Pa., manufacturer, A. B. Farquhar Co., Ltd.	XI	473	475
Fawley, A. F., Milford, Kas., dealer	VII	584	586
Fearno, R. M., Palmyra, Ill., dealer	XI	176	177
Fellows, A. D., Fairfax, Mo., farmer	VII	40	42
Ferguson, Angus, Bordulae, N. D., dealer	X	59	60
Ferguson, Duncan B., Mallory, Minn., farmer	IX	34	36
Ferris, William H., Sabin, Minn., farmer	X	89	91
Findley, Thomas, Toronto, Canada, V.-Pres. and Asst. Gen'l Mgr. of the Massey-Harris Co., Ltd	XIII	183	188
Finigan, H. P., St. Louis, Mo., jobber of Plymouth Cordage binder twine	XIII	113	115
Firey, A. M., Edinburg, Ill., dealer	XI	145	146
Fisher, E. W., Lewiston, Minn., dealer	IX	236	238
Fitzgerald, J. T., Colby, Kas., dealer	VII	344	348
Fitzmauriee, Thomas, Mohall, N. D., dealer	IX	562	563
Fitzsimmons, G. W., Seotia, Neb., dealer	V	133	136
Flanagan, John H., Coates, Minn., farmer	X	169	172
Flood, John, King City, Mo., dealer	VII	68	70
Flora, Frank, Valley City, N. D., dealer	X	50	51
Follmer, J. F., Vieksburg, Mich., dealer	XII	534	536
Foltz, F. D., Hagerstown, Md., dealer	XII	214	216
Ford, John, Earling, Iowa, dealer	V	686	690
Ford, W. N., Rushville, Neb., dealer	V	66	68
Fornell, O. B., Stockholm, S. D., farmer	VIII	243	245
Forsythe, Thomas, Milroy, N. D., farmer	IX	533	536
Foster, Edwin J., Grass Lake, Mieh., dealer	X	503	504
Franeis, F. E., Carroll, Neb., dealer	V	417	419
Franklin, S. H., Glasgow, Ky., dealer	XI	80	81
Freeman, Chas., Raeine, Wis., Pres. of S. Freeman Sons Mfg. Co.	XIII	123	125
Freeman, J. A., Portland Ore., dealer	XI	293	297
Freese, Edw., Higginsville, Mo., dealer	VIII	144	145
Frederiekson, P. B., Davenport, N. D., dealer	X	71	72
Freneh, J. P., Bismarck, N. D., dealer	IX	509	510
Frieden, Amos, Shiekley, Neb., farmer	VI	1	4
Fritz, Oliver, Beatrice, Neb., farmer	VI	15	18
Frish, Augustus M., Madison, Wis., Manager for Rumely Produets Co.	XII	459	461
Frizell, E. E., Larned, Kas., dealer	VI	397	400
Fulton, W. B., Newton, Kas., farmer	VI	809	810
Funkhouser, C. F., West Plains, Mo., dealer	VIII	172	175

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Gaines, A. A., Newport, Neb., dealer	V	195	197
Gallagher, James F., Chicago, Ill., Manager of Implement Department of Montgomery Ward & Co	XIII	337	341
Garnaas, L. B., Cheyenne, N. D. (withdrawn)	X	76	...
Garner, J. H., Council Bluffs, Iowa, farmer	V	436	438
Geisendorf, L. S., Clearwater, Kas., dealer	VI	758	760
Geneser, Geo. F., Granger, Iowa, farmer	V	333	334
Gensman, Geo. J., Enid, Okla., dealer	VI	794	795
Gilbert, H. S., Pine River, Minn., dealer	IX	113	114
Gillan, C. D., Chambersburg, Pa., dealer	XII	134	138
Gilliford, Levi, Big Lake, Minn., farmer	IX	91	94
Gilstrap, J. W., Salem, Ind., dealer	XI	76	78
Giltner, W. H., Ottumwa, Iowa, dealer	XI	442	443
Glazier, C. F., Pauline, Neb., dealer	V	36	40
Glidden, F. B., Britt, Iowa, dealer	VIII	381	383
Godfrey, S. P., Waupaca, Wis., dealer	XII	481	482
Gooding, J. O., Lewis Center, Ohio, dealer	XII	99	101
Goodner, Geo. E. H., Weatherford, Okla., dealer	VI	329	331
Gorder, August, Plattsmouth, Neb., dealer	V	264	265
Gorzeman, Jacob, Hull, Iowa, dealer	VIII	407	409
Gossard, O., Oswego, Kas., dealer	VI	571	575
Graham, W. P., St. Joseph, Mo., dealer	VII	78	81
Gray, Howard, St. John, Kas., dealer	VI	542	544
Gray, O. B., Page, N. D., dealer	X	40	41
Greenawalt, John O., Daykin, Neb., dealer	V	482	484
Greer, Ralph R., Gen'l Agt. of I. H. Co. of A., at Aberdeen, S. D.	XIII	88	89
Greeson, Wesley, Wichita, Kas., farmer	VI	839	840
Grell, Joseph H., Pierz, Minn., dealer	IX	133	134
Griesy, V., Bellmont, Iowa, dealer	VIII	417	419
Grigsby, B. P., Bardstown, Ky., dealer	XI	62	63
Griffith, H. A., Oberlin, Kas., dealer	VII	401	403
Griffith, H. M., Uniontown, Kas., farmer	VI	650	652
Grosshans, Henry, Sutton, Neb., dealer	VI	52	54
Groth, John, Remsen, Iowa, dealer	V	385	388
Grout, A. P., Winchester, Ill., farmer	XII	466	470
Gruber, John D. (withdrawn)	IX	528	...
Gunn, H. J., Lexington, Neb., dealer	V	340	342
Haar, Fred, Freeman, S. D., dealer	VIII	485	487
Habecker, C. H., Rohrerstown, Pa., farmer	XII	161	165
Hadden, Charles H., Webster, N. Y., dealer	XII	18	20
Hahn, A. R., Utica, Mich., dealer	X	571	573
Haley, C. F., Marley, Ill., dealer	X	528	530
Hall, W. A., Hastings Mich., dealer	XI	451	452
Halstead, R. D., Savannah, N. Y., farmer	XII	102	104
Hamey, B. F., Minneapolis, Minn., Mgr. P. & O. Plow Co.	IX	446	449
Hamilton, Chas. P., Mangum, Okla., dealer	VI	341	343
Haney, Chas. H., Chicago, Ill., Foreign Sales Mgr. of I. H. Co. of A.	XIII	133	173
Hansen, Anton, Upland, Neb., dealer	V	495	497
Hanson, Hans, Minden, Neb., dealer	VI	66	68
Hanson, J. O., McPherson, Kas., dealer	VI	849	850
Hanson, P. J., Cashton, Wis., dealer	XI	382	384
Hard, W. D., Van Wert, Iowa, dealer	X	446	447
Harms, Fred H., Momence, Ill., dealer	XI	105	106
Harris, Charles, Alto, Mich., farmer	XI	467	468
Harris, Henry, Wilmington, Ohio, farmer	XI	194	195
Harris, J. H., Elkhorn, Wis., farmer	XII	392	394

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Hartman, J. A., Anamosa, Iowa, dealer	XI	15	16
Hartman, J. F., Gettysburg, Pa., dealer	XII	181	182
Haskard, H. J., Partridge, Kas., dealer	VI	411	413
Hass, C. A., Minneapolis, Minn., Sales Mgr. Branch Janesville Machine Co.	IX	365	366
Haston, Jas., Sterling, farmer	VI	527	529
Haugen, C. D., Pelican Rapids, Minn., dealer	X	202	204
Haughland, G. O., Watson, Minn., farmer	X	153	154
Hauschildt, H. P., Marengo, Ill., dealer	XI	256	258
Havens, C. E., Atkinson, Neb., dealer	V	145	147
Hawlingsworth, U. S., New Augusta, Ind., farmer	X	429	431
Hayden, A. N., Parsons, Kas., farmer	VI	674	675
Haynes, L. D., Vining, Kas., dealer	VII	358	361
Haynes, W. E., Emporia, Kas., dealer	VII	563	565
Hearst, Charles E., Cedar Falls, Iowa, farmer	XII	358	361
Hebeisen, John, Carver, Minn., dealer	X	62	63
Heckert, William H., Bakerstown, Pa., dealer	XII	294	296
Heckman, P. F., Liberty, Kas., dealer	VI	687	689
Heeney, Ed., Severance, Kas., dealer	VII	323	325
Heetland, Henry H., Ackley, Iowa, dealer	XII	341	343
Heid, John W., Jefferson, Wis., dealer, Pres. of the Vaughn Mfg. Co.	XII	383	386
Heidrich, Edward, Jr., Peoria, Ill., V.-P. and Asst. Manager of Peoria Cordage Co	XII	589	591
Heine, H. C., Faribault, Minn., dealer	X	221	221
Heinlein, S. E., Marshall, Mo., dealer	VII	422	423
Heitschmidt, A. C., Michigan City, Ind., dealer	XII	518	520
Helland, M. E., Glenwood, Minn., farmer	IX	84	88
Hellwig, John, Oswego, Kas., farmer	VI	662	665
Helvern L. E., Beattie, Kas., dealer	VIII	153	155
Henry, William J., Auburn, N. Y., member of the firm of Henry & Allen, mfrs. of agricultural implement parts and supplies	XII	5	6
Henry, Forest, Dover, Minn., farmer	IX	287	291
Hermes, Peter, Browerville, Minn., dealer	IX	55	57
Herschel, Paul E., Peoria, Ill., member of the firm of R. Herschel Mfg. Co., mfrs. of repair parts and supplies	XII	412	414
Hertel, William P., Clay Center, Neb., dealer	V	542	544
Hewitt, John C., Nassau, Minn., dealer	VIII	282	286
Hiatt, L. W., Dows, Iowa, farmer	VIII	433	436
Hibbs, S. J., Alton, Kas., dealer	VII	417	419
Hieb, Jacob, Marion Junction, S. D., dealer	VIII	479	481
Hieber, Edward, Cedar Falls, Iowa, farmer	XII	361	364
Hildebrandt, George, Treas. of Acme Harvesting Machine Co.	XII	503	546
Hill, C. E., Manito, Ill., farmer	X	432	434
Hillery, R. H., Comanche, Okla., dealer	VI	480	482
Hinde, A. C., Perry Okla., dealer	VI	752	754
Hines, M. J., Lancaster, Kas., farmer	VII	173	176
Hitchcock, J. A., Marathon, Iowa, dealer	VIII	410	412
Hite, J. D., Uniondale, Ind. (withdrawn)	X	457	...
Hitter, F. C., Monticello, Minn., dealer	X	102	103
Hobart, H. W., Pemberville, Ohio, dealer	XI	484	486
Hobensack, William, Ivyland, Pa., dealer	XII	194	195
Hockaday, Ed., Kingfisher, Okla., dealer	VI	333	336
Hodge, J. E., Elkton, S. D., dealer	VIII	294	295
Hodgson, Fred, Little River, Kas., dealer	VII	447	449
Hodson, James, Mankato, Minn., dealer	IX	189	191
Hoit, O. W., Geneseo, Ill., dealer	XI	392	394
Hollingsworth, U. S., New Augusta, Ind., farmer	X	429	431
Holmes, W. J., Detroit, Mich., dealer	X	532	534

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Holt, C. F., Eden, Ill., dealer	X	377	378
Holz, L. C., Omemee, N. D., dealer	IX	553	554
Horn, G. V., Grinnell, Iowa, farmer	XI	58	60
Horn, J. W., Lakeville, Ohio, dealer	XII	210	212
Horney, Fred H., Brewster, Kas., dealer	VII	412	414
Hott, J. R., Ashville, Ohio, farmer	XII	104	106
Houchin, James, Mason City, Ill., farmer	X	450	452
Houser, John, Wilber, Neb., dealer	V	504	506
Howard, W. J., Schaller, Iowa, dealer	V	1	7
Howell, W. A., Thedford, Neb., farmer	V	172	176
Hovey, H. S., Darlington, Wis., farmer	XI	284	285
Hoyt, W. D., Manchester, Iowa, dealer	XI	41	43
Hubbard, W. H., Conway Springs, Kas., dealer	VI	778	779
Hufschmidt, Robert, Lansing, Iowa, dealer	XI	18	20
Hunter, John L., Gilmore City, Iowa, dealer	VIII	427	428
Hunter, W. H., Mechanicsburg, Ohio, dealer	XII	91	93
Hunter, W. M., Allison, Iowa, dealer	XII	334	336
Hursh, Russell, Pratt, Kas., dealer	VI	433	436
Hutsinpillar, C. C., Ironton, Ohio, dealer	XII	227	228
Huston, A. B., Paris, Ill., dealer	X	299	300
Hymes, H. R., Rochester, Minn., dealer	IX	231	234
Hymes, P. J., Farmington, Minn., farmer	X	150	152
Ireland, G. L., Hankinson, N. D., dealer	X	6	8
Ireland, Joseph, Perry, N. Y., dealer	XI	538	539
Iverson, Iver L., Badger, Minn., dealer	IX	417	418
Iverson, Peter, Watson, Minn., farmer	X	156	158
Jackman, W. W., Union City, Okla., dealer	VI	444	446
James, Ed., Beloit, Kas., dealer	VII	349	352
James, George R., Memphis, Tenn., Pres. of James & Graham Wagon Company	XII	552	553
James, J. C., Lake Crystal, Minn., dealer	X	199	200
James, Oscar B., Richland Center, Wis., dealer	XI	379	381
James, R. H., Delphos, Kas., dealer	VII	515	517
Jameson, J. M., Dana, Iowa, dealer	V	28	30
Janes, Charles M., Oklahoma City, Okla., employe, Okla. Mol. Plow Co. (in re Green)	VII	10	11
Jasper, W. C., St. Joseph, Mich., farmer	XII	536	539
Jencks, George A., Barrington, Ill., dealer	X	546	548
Jenkins, D. C., Ft. Scott, Kas., farmer	VI	646	648
Jenkins, J. F., Northville, S. D., dealer	VIII	351	353
Jerard, S. E., Belton, Mo., dealer	VII	315	316
Johnson, C. C., Butler, Pa., dealer	XII	287	289
Johnson, C. J., Centerville, S. D., dealer	VIII	363	365
Johnson, C. O., Havelock, Neb., dealer	VI	91	93
Johnson, Curtis M., Rush City, Minn., dealer	X	92	94
Johnson, George, Simpson, Kas., dealer	VII	454	455
Johnson, John, Rockwell, Iowa, dealer	IX	397	398
Johnson, John D., Cambridge, Minn., farmer	X	147	149
Johnson, Joseph, Elmwood, Wis., dealer	IX	25	26
Johnson, L. T., Richland Center, Wis., Supt. Insane Asylum at R. C., expert farmer	XI	362	366
Johnson, Thomas, Park River, N. D., dealer	IX	521	523
Johnson, T. T., Whalan, Minn., farmer	IX	346	349
Johnston, John A., Eldora, Iowa, dealer	XII	337	338
Jones, C. E., Lisbon, N. D., dealer	X	15	17
Jones, Charles C., Sandwich, Ill., Gen. Mgr. Sandwich Mfg. Co.	XI	429	430

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Jones, Ed. S., Falls City, Neb., dealer	VII	189	191
Jones, H. E., Revillo, S. D., dealer	VIII	301	304
Jones, J. C., Farragut, Iowa, dealer	V	694	697
Jones, J. E., Missouri Valley, Iowa, farmer	V	730	731
Jones, John L., Des Moines, Iowa, Mgr. of Branch House for John Deere Plow Co. of Moline	XI	420	423
Jones, L. A., Attica, Kas., dealer	VI	789	790
Jones, Jr., Thos., Barneveld, Wis., dealer	XI	372	374
Jones, Thos. E., Sparta, Wis., dealer	XI	376	378
Jones, Salem G., Doniphan Co., Kas., farmer	VII	176	178
Jorgensen, A. H., Kimballton, Iowa, farmer	V	673	675
Josselyn, George, Rochester, Minn., dealer	IX	265	266
Jurgensen, P. A., Farnhamville, Iowa, dealer	XII	560	562
Kaffer, W. H., Joliet, Ill., dealer	X	524	526
Keil, Adam, Marengo, Iowa, farmer	X	586	589
Keizer, Alvin E., Arlington, S. D., farmer	VII	260	262
Kelly, D. V., Truman, Minn., dealer	IX	389	390
Kelly, James, Breckenridge, Minn., dealer	X	12	14
Kenaston, F. E., Minneapolis, Minn., Pres. and Treas. of Minneapolis Thresher Co.	XII	408	410
Kennedy, Charles D., Hampden, N. D., farmer	IX	469	471
Kennedy, Frank H., Stockton, Cal., Mgr. Cal. Mol. Pl. Co.	VIII	193	199
Kennedy, T. K., Haven, Kas, dealer	VI	407	408
Kenny, C. B., Britton, S. D., dealer	VIII	356	358
Keonings, Theodore, Schleisingerville, Wis., dealer	XII	450	452
Kerl, Fred H., Bruning, Neb., farmer	VI	133	135
Kern, J. A., Gilman City, Mo., dealer	VIII	132	134
Kerr, Alex, La Porte, Ind., farmer	XII	539	541
Kilmore, Joseph, Bowmansdale, Pa., farmer	XII	167	170
Kimm, Frank, Moorhead, Minn., farmer	X	77	79
King, J. V., New Paris, Ohio, farmer	X	315	318
Kinney H. M., Winona, Minn., Secretary and General Manager of Winona Wagon Company	XII	398	400
Kirchner, J. R., Herndon, Kas., dealer	VII	385	387
Kline, F. E., Cosby, Mo., dealer	VII	65	67
Klobe, Herman, Young America, Minn., dealer	X	99	100
Knapp, Arthur G., Lancaster, Wis., dealer	XI	299	301
Knaup, Charles, Beaver Dam, Wis., dealer	XII	368	370
Knight, H. N., Oklahoma City, Okla., dealer	VI	382	383
Kokjer, M. M., Clarks, Neb., dealer	V	300	302
Kopplin, Gustav, Atterberry, Ill., dealer	XI	155	157
Koppenbrink, Peter H., Alma, Mo., dealer	VII	236	238
Korst, Frank, Bird Island, Minn., dealer	IX	283	285
Kraft, Peter, Stanley, Ia., dealer	XI	34	36
Kreamer, J. H., Ada, Kas., dealer	VII	534	536
Kreitler, Charles F., Warren, Ohio, farmer	XII	262	264
Kronquest, N. H., Holdredge, Neb., dealer	V	79	82
Kropp, H. F., Nehawka, Neb., dealer	V	659	660
Krueger, George, Ryder, N. D., dealer	IX	550	552
Kuhnau, Rudolph, Heron Lake, Minn., farmer	IX	175	178
Laderer, W. C., Evans City, Pa., dealer	XII	290	291
Lahners, Thos., Belvidere, Neb., farmer	VI	129	131
Laird, P. B., Tabor, Ia., dealer	V	319	321
Landaal, George, Waupun, Wisconsin, dealer	XII	388	390
Landgren, Geo., Ong, Neb., farmer	VI	12	14
Lansche, J. P., Truxton, Mo., dealer	VIII	58	60
Larson, A. B., Nerstrand, Minn., dealer	IX	262	263

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Larson, William, Bloomer, Wis., dealer	IX	373	375
Latta, W. W., Logan, Ia., farmer	V	657	658
Lavelle, Frank J., Cadott, Wis., dealer	IX	34	35
Lavender, C. B., Valley Center, Kas., farmer	VI	811	812
Leach, C. A., Maquoketa, Ia., dealer	XI	46	48
Lease, L. L., Crawford, Neb., Gen. Agt. I. H. C.	V	571	584
Lease, M. B., Norton, Kas., dealer	VII	431	433
Lee, J. C., Volga, S. D., dealer	VIII	317	318
Leef, Harry, Fonda, Iowa, dealer	XII	557	559
Legge, Alex., Chicago, Ill., Gen. Mgr. of I. H. Co.	XIII	356	...
Recalled	XIV	22	59
Resumed	XIV	...	65
Recalled (Sur-Rebuttal)	XIV	177	178
Sur-Rebuttal—reprinted	IV	412	413
Legreid, Chris, Cambridge, Wis., dealer	XI	329	330
Leiser, Geo. A., Grand Island, Neb., dealer	V	296	299
Leonard, J. B., Wakarausa, Ind., dealer	XII	505	507
Leon, C. H., Decatur, Ill., dealer	XI	138	140
Lewis, Andrew, Monroe, Wis., dealer	XI	304	305
Lightcap, L. H., Columbus, Ohio, Asst. Gen. Agt. of I. H. Co. of A	XII	145	150
Lightfoot, N., Pecatonica, Ill., farmer	XI	281	282
Lillie, Colon, Coopersville, Mich., farmer	XI	462	463
Lilly, Raymond, Varina, Iowa, dealer	VIII	414	415
Lindekugel, C. W., Spencer, S. D., dealer	VIII	477	478
Lindhal, Al., South Bend, Ind., dealer	XII	516	517
Lindner, H. L., Milton, Pa., dealer	XII	130	132
Lindsay, George, Milwaukee, Wis., member of the firm of Lindsay Bros.	XII	314	316
Lindsay, John, Darlington, Wis., dealer	XI	236	238
Linnebur, H. C., Goddard, Kas., dealer	VI	843	844
Little, J. H., Prairie City, Iowa, dealer	XI	12	14
Lobban, Alex., Flint, Mich., farmer	X	602	604
Lockstrom, J. A., Salina, Kas., dealer	VII	481	483
Lonergan, J. W., Marengo, Iowa, dealer	XI	8	10
Longley, O. G., Dows, Iowa, dealer	XII	598	600
Look, W. H., Shullsburg, Wis., dealer	XI	243	245
Loudon, Charles, Chapman, Kas., dealer	VII	556	558
Loughran, S. L., Ames, Iowa, dealer	V	234	236
Lovell, G. D., Beach, N. D., dealer	IX	542	544
Lowe, H. J., Mullen, Neb., dealer	V	184	186
Lowe, W. D., Atlantic, Ia., dealer	V	718	722
Lumry, William R., Waterloo, Iowa, Manager of the Associated Mfrs. Co.	XII	547	548
Lund, A. J., Lanesboro, Minn., dealer	IX	241	242
Lund, S. J., Boyd, Minn., farmer	X	173	175
Lundberg, P. G., Kirkland, Ill., dealer	XI	246	248
Lyle, W. C., Adair, Iowa, dealer	V	351	352
Lynch, Martin, New Richmond, Wis., dealer	IX	20	22
Lynch, M. J., Dumont, Minn., dealer	X	210	213
Lynch, P. C., Foreston, Minn., dealer	IX	137	139
Lyons, J. A., Prior Lake Minn., dealer	X	139	141
Lyons, J. Earl, Higginsville, Mo., farmer	VII	27	29
Maas, Chris, Freeman, S. D., farmer	VIII	459	460
Machens, J. H., Machens, Mo., dealer	VIII	47	49
Mack, Harry, Humansville, Mo., dealer	VIII	107	109
Magee, R. W., New Hampton, Mo., dealer	VII	152	154
Mair, John, Nortonville, Kas., dealer	VII	334	336

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Manahan, C. J., Chatfield, Minn., farmer	IX	295	298
Manley, Albert C., Harvard, Ill., dealer	XI	240	242
Mann, Frank E., West Newton, Ind., farmer	X	425	427
Mann, J. A., Gallatin, Mo., dealer	VII	142	144
Manning, William E., Kansas City, Mo., Mgr. Kas. Mol. Plow Co.	VII	1	4
Manville, Geo., Wathena, Kas., dealer	VII	91	94
Marbaugh, John, Monterey, Ind., dealer	XII	491	493
Marckel, A., Perham, Minn., dealer	IX	61	63
Marker, R. B., Cass County, Iowa, farmer	V	727	728
Marshall, Albert E., Lyons, N. Y., dealer	XII	24	26
Marshall, C. D., Sauk Centre, Minn., dealer	IX	126	128
Marshall, J. A., Manito, Ill., dealer	X	441	443
Martens, C. D., Lancaster, Ohio, dealer	XII	74	76
Martin, E. D., Lathrop, Mo., dealer	VII	276	277
Mathere, T. A., Stanhope, Iowa, dealer	VIII	401	403
Mathews, L. G., Rushville, Ill., dealer	X	359	360
Mathis, A. R., New Augusta, Ind., farmer	X	438	440
Matson, G. M., New Holstein, Wis., Vice-Pres. and Sales Mgr. for John Lauson Mfg. Co.	XIII	95	97
Mattes, Joseph, Odebolt, Ia., dealer	V	281	284
Matthews, C. D., Jr., Sikeston, Mo., dealer	VIII	69	70
Matthews, W. H., Clearwater, Kas., dealer	VI	697	699
Matthews, William, Niles, Michigan, farmer	XII	542	544
Mattingly, T. A., Lebanon, Ky., dealer	XI	82	84
Maylott, A. J., Hancock, Minn., dealer	X	194	195
Mayo, C. N., Culver, Kas., dealer	VII	509	510
Max, Louis, Union, Mo., dealer	VIII	110	112
Maxwell, A. D., Arlington, S. D., dealer	VIII	252	255
Maxwell, A. H., Lowell, Ind., dealer	XI	122	123
McCanna, J. J., Cando, N. D., farmer	IX	575	577
McCarger, Hugh, Crete, Neb., dealer	V	115	120
McCarthy, R. S., Spalding, Neb., farmer	VI	210	212
McCarty, J. R., Morocco, Ind., dealer	XI	117	119
McClintock, W. E., Owantonna, Minn., dealer	IX	222	224
McClure, J. H., Springfield, Ky., dealer	XI	73	75
McCormick, T. C., Kings Ferry, N. Y., dealer	XII	94	96
McCoy, S. A., North Freedom, Wis., dealer	XI	387	389
McCready, C. H., Macedonia, Iowa, dealer	V	649	651
McCullough, M. E., Elmira, N. Y., Gen. Agent of I. H. Co. of A.	XII	274	275
McCune, James, Irwin, Pa., farmer	XII	304	308
McCutcheon, William C., Rugby, N. D., dealer	IX	559	561
McDonald, Charles W., Omaha, Neb., former N. W. Mgr. Sandwich Mfg. Co.	V	618	620
McDonald, Wm., Whiting, Iowa, farmer	VIII	442	444
McDonough, John, Osceola, Ia., dealer	V	413	415
McDougall, Jas. D., Shirland, Ill., dealer	XI	260	261
McDowall, Hugh, Langdon, N. D., farmer	IX	477	479
McGeehan, G. T., DePere, Wis., dealer	XII	488	490
McGilton, John N., Menomonie, Wis., dealer	IX	1	3
McGlasham, Chas. G., Rockford, Ill., dealer	XI	207	208
McGrath, John, Barnesville, Minn., dealer	IX	121	123
McGray, Charles W. (withdrawn)	IX	524	...
McHugh, O. J., Cresco, Iowa, dealer	IX	384	385
McIntosh, D. J., St. Thomas, N. D., dealer	IX	419	421
McIntyre, James, Osseo, Wis., dealer	IX	43	44
McKeeth, Carl, Galesville, Wis., dealer	IX	257	259
McKinley, Bert, Morning Sun, Iowa, dealer	XI	415	417

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McLane, Henry, Hannah, N. D., farmer	IX	472	473
McLaren, William, McCanna, N. D., farmer	IX	441	444
McLoone, John, Waseca, Minn., dealer	IX	153	154
McMahon, C. H., State Center, Iowa, dealer	XII	328	329
McMabon, E. R., Fairfax, Mo., dealer	VII	156	158
McMahon, James R., Burlington Jct., Mo., farmer	VII	36	38
McManus, Chas. H., Minot, N. D., Gen. Agt. I. H. Co. of A.	X	261	263
McMichael, J. W., Riverton, Iowa, dealer	V	700	703
McMillan, David, Peterson, Iowa, dealer	XII	593	595
McMillan, J. E., Madill, Okla., dealer	VI	387	389
McNaul, Geo. L., Maitland, Mo., dealer	VII	205	207
McPheeters, Charles M., Terre Haute, Ind., farmer	X	327	330
McPherrin, J. A., Tecumseh, Neb., dealer	V	18	21
McRae, J. J., Swanville, Minn., dealer	IX	144	146
McRoden, John, Henry, S. D., farmer	VIII	273	275
Meath, Thomas F., Cylon, Wis., farmer	IX	378	381
Meacham, William H., Holly, Mich., dealer	X	559	561
Meier, August, Grundy Center, Iowa, dealer	XII	348	349
Melhouse, George, Olivia, Minn., dealer	X	130	131
Mendel, D. J., Freeman, S. D., farmer	VIII	456	458
Meyer, Ernest, Hiawatha, Kas., dealer	VII	61	63
Meyer, G. A., Lake Elmo, Minn., dealer	IX	200	202
Meyer, H. C., Lake Park, Iowa, dealer	VIII	512	514
Meyers, John, Aberdeen, S. D., farmer	VIII	326	330
Miller, J. H., Big Lake, Minn., dealer	IX	70	73
Miller, Joseph, Payne, Ohio, dealer	X	453	455
Miller, Miles, Crary, N. D., dealer	IX	410	412
Miller, Oscar, Porter, Minn., dealer	VIII	313	316
Miller, Peter, Rushford, Minn., dealer	IX	246	248
Miller, Samuel H., Doylestown, Ohio, Mgr. Sieberling & Miller Company	XIII	81	82
Miller, T. F., Plato, Minn., dealer	X	108	110
Miller, W. M., Stanley, Wis., dealer	IX	46	47
Miller, W. K., Lawton, Okla., dealer	VI	485	487
Millett, Chas. O., Beloit, Wis., dealer	XI	306	309
Mills, J. H., Delia, Kan., dealer	VIII	55	57
Mills, Joseph, Waukesha, Wis., dealer	XII	442	444
Miner, F. W., Burlingame, Kas., dealer	VII	477	479
Minick, G. W., Abilene, Kas., dealer	VII	577	579
Minor, J. F., St. Joseph, Mo., farmer	VII	31	33
Minter, C. A., Pocasset, Okla., dealer	VI	363	366
Mishler, John H., Sabetha, Kas., dealer	VII	74	76
Misterek, P. C., Delmont, S. D., dealer	VIII	464	466
Mitchell, Cirril, Schuyler, Neb., farmer	V	329	332
Mitchell, S. A., Brooten, Minn., farmer	IX	104	106
Modlin, J. F., Beaver City, Neb., dealer	VII	394	395
Mollenkamp, E. W., Higginsville, Mo., dealer	VII	223	225
Moore, Given, Spring Valley, Ill., former Sales Manager of Walter A. Wood Harvester Co	XII	421	423
Moran, Chas. F., Wichita, Kas., farmer	VI	830	832
Morehouse, W. H., Waterloo, N. Y., dealer	XII	36	37
Morgan, A. D., Lewiston, Ill., farmer	X	422	424
Morse, George E., Marengo, Iowa, farmer	X	590	593
Morton, Edwin, Blooming Prairie, Minn., dealer	IX	180	181
Motley, S. T., Vinita, Okla., dealer	VI	692	694
Mosiman, John, Jr., Falls City, Neb., dealer	VII	283	284
Muenzenmayer, Wm. F., Junction City, Kas., dealer	VII	571	573
Muir, J. C., Arcadia, Wis., dealer	IX	257	259
Mullery M. J., Rosemount, Minn., farmer	X	162	165

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Mullikin, O. C., Ohiowa, Neb., farmer	VI	108	110
Mulvey, M. V., Yukon, Okla., dealer	VI	440	442
Munn, Charles, Yutan, Neb., farmer	V	666	668
Munroe, George, Hastings, Neb., farmer	V	557	559
Munroe, I. E., Hastings, Neb., farmer	V	550	...
Munro, J. M., Cuba, Mo., dealer	VIII	115	116
Murie, Robert, Langdon, N. D., farmer	IX	475	477
Murphy, J. W., Sloan, Iowa, dealer	V	378	380
Murray, D. R. Clinton, Ind., dealer	X	292	294
Murray, W. A., Austin, Minn., dealer	IX	392	393
Myer, William, Inland, Neb., farmer	V	565	567
Myers, C. H., Dike, Iowa, dealer	XII	324	326
Myers, O. T., Illiopolis, Ill., dealer	XI.	187	189
Nash, H., Lowell, Mich., dealer	XI	448	449
Naylor, A. D., Oakland, Md., dealer	XII	231	233
Naylor, Ed. H., Owantonna, Minn., farmer	IX	226	229
Nehring, A., Paynesville, Minn., dealer	X	183	184
Nelson, A. W., Parkers Prairie, Minn., dealer	IX	98	100
Nelson, Jas. M., Republic, Mo., dealer	VIII	181	184
Nelson, Martin, Hartington, Neb., dealer	V	403	405
Nelson, Nels, Iowa Falls, Iowa, dealer	XII	352	354
Ness, Elias, Lanesboro, Minn., farmer	IX	343	345
Neuhauser, Jonas M., Bird-in-hand, Pa., dealer	XII	107	110
Neville, S. D., Maize, Kas., farmer	VI	825	828
New, W. C., Winchester, Ohio, dealer	XI	180	181
Newberry, C. A., Alliance, Neb., dealer	V	86	90
Neyer, Chas. A., Billings, Mo., dealer	VIII	138	139
Nichols, S. F., Beatrice, Neb., farmer	VI	18	21
Nise, P. H., Moberly, Mo., dealer	VII	330	332
Nispell, J. J., Beatrice, Neb., dealer	VI	74	77
Nixon, John D., Parnassus, Pa., dealer	XII	284	286
Nolan, M. H., Pontiac, Ill., dealer	X	337	339
Noll, Frank, Marshfield, Wis., dealer	IX	9	10
Noone, W. P., Jennings, Kas., dealer	VII	426	428
Nordgren, C. A., Paxton, Ill., dealer	XI	114	116
Nordman, William, Noonan, N. D., dealer	IX	556	558
Norheim, Olaf, Montevideo, Minn., dealer	X	122	123
Norris, R. M., Burdett, Kas., dealer	VI	462	465
Norton, F. Lee, Racine, Wis., Treasurer J. I. Case Threshing Machine Co	XII	456	458
Norton, R. M., Waterville, N. Y., dealer	XII	27	30
Norquist, O., Clay Center, Kas., dealer	VII	581	584
Norvell, L. G., Newman, Tenn., dealer	XI	181	182
Nuss, Geo., Hoisington, Kas., dealer	VI	820	822
Nutting, W. W., Russell, Kas., dealer	VII	519	521
Ober, S. K., Miltonvale, Kas., dealer	VII	406	408
O'Brien, P., Norwood, Minn., dealer	IX	192	194
O'Dell, George T., Salt Lake City, Utah, dealer	V	636	639
O'Grady, Joseph, Dawson, Neb., dealer	VII	264	266
Ohotto, Lawrence, Bowles, Minn., farmer	IX	141	142
O'Leary, John, Algonac, Mich, farmer	X	599	601
Oleson, John L., North Branch, Minn., dealer	X	111	113
Oldham, John, Fair Play, Mo., dealer	VIII	161	163
Olson, Andrew, Ashby, Minn., dealer	IX	128	130
Olson, Martin, Brandon, Minn., dealer	IX	118	120
O'Neill, D. C., Axtell, Kas., dealer	VIII	157	158
Opp, John R., Otterbein, Ind., dealer	XI	90	92

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O'Rorke, John, Mansfield, Ohio, dealer	XII	63	65
Orr, J. L., Allensville, Ky., dealer	XI	66	68
Orth, Chas. D., New York, N. Y., Sisal Importer	XIV	14	17
Oscar, Thos., Stoughton, Wis., dealer	XI	384	386
Osterholm, August E., Essex, Iowa, dealer	V	705	707
Ostrander, W. O., Bennington, Kas., dealer	VII	457	459
Ottis, Frank J., St. Paul, Minn., former Asst. Gen. Manager of American Grass Twine Co	XIII	44	49
Otto, Martin, Jamestown, Mich., farmer	XI	464	466
Owen, Rasmus, Thief River Falls, Minn., dealer	IX	437	439
Packer, W. D., Guthrie, Okla., dealer	VI	368	370
Padden, John, New Richmond, Wis., dealer	IX	17	18
Padley, T. H., Milford, Mich., dealer	X	556	558
Pafford, J. M., Hutchinson, Kas., farmer	VI	560	562
Palm, Walford J., Kingston, Minn., dealer	X	74	75
Parsons, J. R., Ruskin, Neb., dealer, banker	V	519	520
Passage, C. J., Smithshire, Ill., dealer	X	364	365
Patterson, A., Martin, Mich., dealer	XI	436	438
Patterson, J. W., Kearney, Neb., dealer	V	96	100
Paul, Albert, Carlinville, Ill., dealer	XI	168	169
Paulson, John E., Hillsboro, N. D., dealer	X	68	69
Payne, William E., Owosso, Mich., dealer	X	496	498
Payne, William, Monmouth, Ill., farmer	X	372	374
Peabody, C. E., Brainard, Minn., dealer	IX	147	149
Peabody, O. E., Oberlin, Ohio, dealer	XII	242	243
Peck, L. A., Fort Hill, Pa., farmer	XII	297	302
Pemberton, E. R., Marshall, Mo., dealer	VII	511	512
Perkins, Geo. W., New York City, N. Y., Chairman of Finance Committee of the I. H. Co	XIII	210	223
Recalled	XIII	269	...
Perkins, Herbert F., Chicago, Ill., Division Manager of I. H. Co.	XIII	289	295
Recalled	XIII	359	363
Perkins, F. O., Sioux Falls, S. D., Assistant General Agent of the I. H. Co. of A	X	253	257
Peter, Andrew, Sutton, Neb., farmer	V	569	571
Peters, H. C., Yutan, Neb., dealer	V	274	276
Peterson, F. E., Waverly, Neb., farmer	V	472	476
Peterson, Fred, Schickley, Neb., farmer	VI	6	10
Peterson, L. W., Dorchester, Wis., dealer	IX	28	30
Peterson, Louis E., Baldwin, Wis., farmer	IX	381	383
Peterson, M. C., Geneva, Neb., dealer	VI	69	71
Pew, Geo. E., LeMars, Iowa, dealer	VIII	396	399
Pfingsten, H. F., Hampshire, Ill., dealer	X	519	520
Pfister, John C., Sutton, Neb., farmer	VI	99	102
Pflug, J. C., Ohiowa, Neb., dealer	VI	113	114
Phalen, B. A., Newark, Ohio, dealer	XII	54	56
Phillips, Guy, Oswego, Ill., farmer	X	581	583
Phillips, W. D., Trenton, Mo., dealer	VII	146	147
Pierce, Henry L., Minneapolis, Minn., Mgr. Emerson-Brantingham Co.	IX	277	280
Pilant, Wm. J., Omaha, Neb., Gen. Agent I. H. C. of A	VI	222	228
Pilling, A., Edgerton, Minn., dealer	VIII	469	470
Piper, J. U. Flint, Mich., farmer	X	562	564
Pitcher, Homer E., Spencer, Ia., dealer	VIII	423	425
Plain, Charles W., Milton, N. D., farmer	IX	482	488
Platt, A. J., Sterling, Ill., Former Secretary of Keystone Mfg. Co.	XIII	58	59

Defendants' Witnesses—Continued.

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Porter, Henry, Walhalla, N. D., dealer	IX	422	423
Porter, S. D., Peoria, Ill., former General Manager and President of Acme Harvesting Co.	XII	377	380
Potextor, G. W., Sibley, Ia., farmer	VIII	520	523
Pound, C. L., Owantonna, Minn., dealer	IX	183	185
Powell, James, Richmond, Mo., dealer	VII	297	299
Powell, J. C., Eldorado, Kas., dealer	VI	749	750
Powell, W. F., Warren, Minn., dealer	IX	401	402
Powers, John, Murdock, Minn., dealer	X	133	135
Pratt, Ira C., Prattsburg, N. Y., dealer	XII	247	249
Prescott, F. H., Peabody, Kas., dealer	VIII	10	12
Price, T. L., Oregon, Mo., dealer	VII	179	182
Pritchard, Albert H., Frederick, Okla., dealer	VI	373	375
Procter, Robert H., Minneapolis, Minn., Mgr. Rock Island Plow Co.	X	216	219
Proctor, Edward T., Galt, Mo., dealer	VII	149	151
Pullyblank, R., Caledonia, N. Y., dealer	XII	12	14
Purchase, J. L., Grand Rapids, Mich., dealer	XI	453	454
Purdue, Glen, Salisbury, Md., dealer	XII	219	222
Purdy, George S., Winona, Minn., dealer	XI	311	312
Purdy, W. C., Lewistown, Ill., dealer	X	417	418
Quick, R. E., Redfield, Kas., farmer	VI	658	660
Quilling, John, Elk Mountain, Wis., farmer	IX	361	364
Quinn, William, Waverly, Minn., dealer	IX	195	197
Rabius, G. H., Mayview, Mo., dealer	VII	268	270
Ralston, J. R., Caledonia, Ill., dealer	XI	263	264
Rankin, W. M., Tarkio, Mo., dealer	VII	170	172
Ranney, Geo. A., Chicago, Ill., Secretary of the I. H. Co.	XIII	200	205
Recalled	XIII	344	348
Recalled	XIV	87	93
Recalled	XIV	...	133
Rasmussen, H. P., Wakonda, S. D., dealer	VIII	368	371
Rawson, W. C., Williston, N. D., dealer	IX	564	566
Rayl, Levi, Hutchinson, Kas., farmer	VI	518	520
Reading, M. M., Churdan, Iowa, dealer	XII	582	584
Reay, W. M., Chicago, Ill., Comptroller of I. H. Co.	XIV	96	...
Recalled	XIV	134	...
Redfern, W. E., Bois D'Arc, Mo., dealer	VIII	186	188
Reed, Edward A., Ottawa, Ill., dealer	X	536	538
Reed, G. E., Pontiac, Ill., farmer	X	393	395
Reisinger, J. S., Woodland, Mich., dealer	XI	440	441
Renyx, G. W., Lansing, Mich., Secretary and Manager of Omega Separator Co.	XIII	117	119
Reynolds, Sydney H., Dundee, Mich., dealer	X	575	576
Richards, Thomas U., La Porte, Iowa, dealer	XII	322	324
Riddlemoser H. E., McKnightstown, Pa., farmer	XII	155	159
Ridge, B. F., Duncan, Neb., dealer	VI	346	349
Riegel, H. B., Lebanon, Pa., dealer	XII	174	176
Ringe, Louis, St. Charles, Mo., dealer	VIII	72	73
Riordan, H. J., Whiting, Iowa, farmer	VIII	445	447
Rist, G. A., Centerville, S. D., farmer	VIII	373	375
Robbins, E. W., Eau Claire, Wis., dealer	IX	5	7
Roberts, Len, Germantown, Kas., dealer	VII	321	322
Robertson, Geo. W., Mexico, Mo., dealer	VIII	38	40
Robinson, C. D., Waterport, N. Y., dealer	XI	523	525
Robinson, G. M., Sterling, Ill., President and Treasurer of the Charter Gas Engine Company	XII	549	550

Defendants' Witnesses—Continued.

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Robinson, John, Poplar Grove, Ill., dealer	XI	219	220
Robinson, J. B., Nevada, Mo., dealer	VI	613	615
Rodeman, John H., Jefferson City, Mo., dealer	VIII	90	91
Rood, H. O., Auxvasse, Mo., dealer	VIII	62	63
Roof, A. J., Parnell, Mo., dealer	VII	98	101
Ross, Walter D., Worcester, Mass., dealer	XII	8	10
Roth, Jas. S., California, Mo., dealer	VIII	82	84
Ruge, F. F., Everly, Iowa, dealer	XII	566	568
Rumely, Dr. Edward A., of M. Rumely Co	XIV	9	11
Rumpel, W. J., Weston, Mo., dealer	VII	280	281
Rutledge, John, Fort Dodge, Iowa, farmer	V	222	225
Ryan, Andrew C., Waterloo, Iowa, dealer	XII	346	347
Ryan, Charles L., East Grand Forks, Minn., farmer	IX	425	428
Ryan, Timothy, Olivia, Minn., farmer	X	159	161
Sackerson, N. N., Wakefield, Neb., dealer	V	546	548
Saltsman, George E., Dansville, N. Y., dealer	XII	16	17
Sapp, C. S., Mt. Vernon, Ohio, dealer	XII	81	83
Sather, A. O., Starkweather, N. D., dealer	IX	500	502
Satterfield, Charles M., Chestertown, Md., dealer, manufacturer	XII	222	224
Saxon, Mell, Cherryville, Kas., farmer	VI	671	673
Scandrett, M. H., Liberal, Kas., dealer	VI	498	500
Schauer, A. F., Hartford, Wis., dealer	XII	425	427
Scheve, F. C., Sumner, Iowa, dealer	XI	49	51
Schibley, J. H., Amherst, Ohio, dealer	XII	149	150
Schibsby, E., Lansford, N. D., dealer	IX	567	569
Schlect, Wm., Perrysburg, Ohio, dealer	XI	489	492
Schlobohn, Herman, Aurora, S. D., farmer	VIII	257	259
Schluntz, A. C., Rembrandt, Iowa, dealer	XII	319	321
Schmauss, John, Lake City, Minn, dealer	IX	274	276
Schneider, E. L., Avenue City, Mo., dealer	VII	134	135
Schneider, Geo., St. Peters, Mo., dealer	VIII	25	28
Schnurr, C. W., New Hampton, Iowa, dealer	XI	31	33
Schrader, A. L., Elmo, Kan., dealer	VIII	15	16
Schraeder, Charles F., Markesan, Wis., dealer	XII	401	403
Schrieber, Fred, Wisner, Neb., dealer	V	105	107
Schreiber, William, Chariton, Iowa, manufacturer of wagons.	XII	366	368
Schriner, L., Greenleaf, Kas., dealer	VII	423	425
Schroeder, Charles C., St. Paul, Minn., dealer	IX	221	223
Schryer, Paul E., Freeport, Ill., Secretary and Manager of Rawleigh-Schryer Co.	XIII	63	66
Schulman, S., Garden City, Kas., dealer	VI	458	459
Schulte, J. L., Fredericktown, Mo., dealer	VIII	21	23
Schultz, Ezra, Hastings, Neb., dealer	VI	60	62
Schultz, Henry A., Portage, Wis., dealer	XI	326	328
Schwager, William, Utica, Minn., farmer	IX	300	303
Schwertley, F. W., Modale, Ia., farmer	V	653	655
Scott, Alexander, Stromsburg, Neb., dealer	V	463	465
Scott, J. W., Gilby, N. D., farmer	IX	529	531
Scott, W. O., Milford, Ind., dealer	XII	525	526
Scoville, A. L. L., Seneca, Kas., dealer	VII	220	222
Seabury, D. H., Logan, Ia., dealer	V	71	75
Sebenthal, F. R., Eau Claire, Wis., dealer	IX	23	24
Secrest, William H., Randolph, Kas., dealer	VII	546	548
Seery, Harry, Topeka, Kan., dealer	VIII	30	32
Seger, M. D., Atkinson, Neb., dealer	VI	217	219
Sellers, George T., Gap, Pa., dealer	XII	113	116

Defendants' Witnesses—Continued.

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Sellers, S. M., Charleston, Ohio, dealer, former trav. salesman for Competitors of I. H. Co	XII	67	71
Sewell, John H., Maryville, Mo., dealer	VII	201	203
Sewell, W. A., Lyons, Ia., dealer	XI	404	405
Shank, Jesse, Paris, Ill., farmer	X	323	326
Shannon, T. B., Iola, Kas., dealer	VI	633	635
Shaw, Edgar, St. Cloud, Minn., farmer	IX	88	91
Sbaw, Fred, Mt. Carmel, Ill., dealer	X	458	459
Shaw, William I., former Sales Manager Walter A. Wood Co.	XII	498	500
Sheaff, W. H., Stillwater, Minn., dealer	IX	208	210
Shearer, H. M., New Alexandria, Pa., dealer	XII	282	283
Sheehan, J. H., Claremont, Ia., dealer	XI	37	39
Sheils, C. H., Edgeley, N. D., dealer	VIII	334	336
Shelby, J. W., Lebanon, Ind., dealer	X	390	391
Sheldon, C. E., Akron, Obio, President of the Whitman-Barnes Mfg. Co.	XIII	91	93
Shelly, S. P., Toledo, Ohio, Manufacturer—Tiffin Wagon Co., farmer	XI	506	512
Shinkle, J. S., Kensington, Kas., dealer	VII	381	383
Shoestall, J. A., Elwood, Neb., dealer	VI	116	117
Sboffner, F. M., Bolivar, Mo., dealer	VIII	124	126
Shultz, John, Skaneateles, N. Y., dealer	XII	33	35
Shumate, Chas. A., Rossville, Ill., dealer	XI	86	88
Sieberns, Otto, Spring Valley, Wis., dealer	IX	386	388
Siefert, August, Reedsburg, Wis., dealer	XI	359	361
Sikking, A. W., Springfield, Ill., dealer	XI	157	158
Simmons, T. L., Foxholm, N. D., dealer	IX	546	547
Simons, Geo. H., Niagara Falls, N. Y., former Domestic Sales Manager of Adriance-Platt Co	XI	479	483
Simpson, W. A., Castle Roek, Minn., dealer	X	56	57
Sitz, A. J., New York Mills, Minn., dealer	X	191	193
Six, Harlan W., Allerton, Ill., farmer	XI	134	137
Skaggs, W. O., Rossville, Kas., dealer	VII	490	492
Skalak, W., Humboldt, Nêb., dealer	VII	260	262
Skilliter, Thos., Genoa, Ohio, dealer	XI	495	498
Skimming, Chas., Wilmington, Ohio, farmer	XI	198	201
Skinner, H. D., Braymer, Mo., dealer	VII	232	234
Slaker, C. S., Kansas City, Mo., Mgr. Seehler-Janesville Co.'s.	VII	17	19
Slattery, James, Mayetta, Kas., dealer	VII	485	487
Slinglöff, George M., Arrowsmith, Ill., dealer	X	369	370
Slyter, D. O., Omemee, N. D., farmer	IX	570	573
Smith, Arthur, Albany, Wis., dealer	XI	314	316
Smith, Chas. Blood, Topeka, Kas., lawyer	XIII	I	25
Smith, Clinton, Shickley, Neb., dealer	VI	35	37
Smith, John F., Oolagah, Okla., farmer	VI	654	656
Smith, J. F., Freeport, Ill., Pres. of Stover Eng. Co	XI	249	251
Smith, Murray, Clay Center, Kas., dealer	VII	543	545
Smith, T. J., Grand Forks, N. D., dealer	IX	404	406
Smith, L. W., Manteno, Ill., farmer	XI	128	130
Smitb, Wm. F., Winterset, Iowa, dealer	V	311	314
Snavely, M. D., Ladora, Iowa, dealer	XI	28	30
Snell, A. F., Lake Park, Minn., dealer	IX	I08	110
Snyder, H. F., Churehville, N. Y., dealer	XI	535	537
Sorenson, Peter, Toronto, S. D., dealer	VIII	297	300
Sourbeer, Benamin F., East Germantown, Ind., dealer	X	307	309
Spafard, J. F., Manehester, Mieh, farmer	X	513	514
Sparling, J. R. Iantha, Mo., dealer	VI	609	610
Spaulding, C. L., Kimball, Minn., dealer	X	137	138
Spence, R. H., Fairfield, Ia., dealer	XI	445	446

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Sperling, Henry, Pottawattamie Co., Iowa, farmer	V	445	447
Spillman, Jas. A., Rolla, Mo., dealer	VIII	77	79
Spoonheim, E. K., Northwood, N. D., dealer	IX	497	499
Spragins, J. B., Ardmore, Okla., dealer	VI	351	354
Sproul, M. H., Greene, Iowa, dealer	XII	316	318
Sprowls, George B., Clayville, Pa., dealer	XII	277	279
Staab, Victor, Wall Lake, Iowa, dealer	XII	572	574
Stackpole, W. E., Warren, Ill., dealer	XI	213	214
Stageman, Mark P., Council Bluffs, Iowa, farmer	V	307	309
Stahl, Charles, Elkhart, Ill., dealer	XI	150	151
Stakke, K. O., Woonsocket, S. D., dealer	VIII	500	503
Stall, L. A., Thayer, Kas., dealer	VI	683	685
Stambaugh, F. A., Chicago, Ill., Manager Farm Implement Department of Sears, Roebuck & Co	XII	330	333
Stanton, Hugb, Union Star, Mo., dealer	VII	311	313
Staser, Frank, Newburg, Ind., farmer	X	507	509
Stearns, F. D., Logan, Ia., dealer	V	178	181
Stearns, H. J., Belvidere, Ill., dealer	XI	272	273
Steffy, Geo., Victor, Ia., dealer	XI	26	27
Stelloh, Fred, Neillsville, Wis., dealer	IX	49	51
Stelzner, Otto, Wamego, Kan., dealer	VIII	34	36
Stephens, Anthony P., Baldwin, Wis., farmer	IX	369	371
Stepbens, Geo. A., Pres. Moline Plow Co	XIV	1	4
Sterns, John Hiawatha, Kas., dealer	VII	45	48
Stevens, D. J., Murray Co., Minn., farmer	VIII	488	489
Stevens, J. L., Heyworth, Ill., farmer	X	435	436
Steward, J. F., Chicago, Ill., inventor of agricultural machinery	XIII	312	325
Recalled	XIII	380	382
Stewart, F. W., Medford, Okla., dealer	VI	768	769
Stewart, William, Dorchester, Neb., dealer	V	508	510
Stewart, W. H., Delavan, Wis., dealer	XII	419	420
Stockwell, J. W., Fillmore, N. Y., dealer	XI	527	529
Stonback, J. S., Harrisburg, S. D., dealer	VIII	539	542
Stone, A. A., Morris, Minn., dealer	IX	115	117
Stone, Walter P., Crookston, Minn., dealer	IX	460	461
Stoneman, J. W., Chagrin Falls, Ohio, dealer	XII	188	191
Stoner, C. W., Iroquois, S. D., dealer	VIII	305	308
Strattmann, William, Hartland, Wis., dealer	XII	437	438
Streed, A. W., Middletown, Wis., dealer	XI	395	397
Stribbling, O. B., Paton, Iowa, dealer	VIII	345	348
Strobel, J. F., Neenah, Wis., dealer	XII	473	474
Strowig, A. R., Paxico, Kas., dealer	VII	497	499
Stultz, H. L., Hollidaysburg, Pa., dealer	XII	178	180
Sullivan, Frank A., (withdrawn)	XII	193	...
Sullivan, James T., East Grand Forks, Minn., farmer	IX	429	432
Summe, John, Silver Lake, Ind., dealer	XII	527	529
Sundgren, Ebbie, Falun, Kas., dealer	VII	473	475
Sutherland, A. E., Waverly, Neb., dealer	VI	22	25
Swanson, George, Crawford, Neb., farmer	V	152	156
Swigle, Stephen, Hastings, Neb., farmer	V	559	564
Sylvester, Albert E., Churcbes Ferry, N. D., dealer	IX	505	506
Talbot, Emry, Rantoul, Ill., dealer	XI	124	126
Talbot, E. R., Watonga, Okla., dealer	VI	448	450
Tamisiea, V. S., Missouri Valley, Ia., dealer	V	247	250
Tannahill, G. H., Vernon, Kas., dealer	VI	644	646
Tavenner, A. S., Polo, Ill., dealer	XI	265	267
Taylor, Jason E., Mason, Mich., dealer	X	499	501

Defendants' Witnesses—Continued.

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Taylor, J. M., Columbia, Mo., dealer	VIII	1	3
Taylor, J. W., Reedsville, Pa., dealer	XII	142	144
Taylor, Wm., H., Minneapolis, Minn., Mgr. Minnesota Moline Plow Co	X	43	46
Terhune, Ben, Mound City, Mo., dealer	VII	246	248
Theisen, M. J., Albany, Minn., dealer	IX	66	68
Thomas, Scott, Rice, Minn., farmer	IX	101	104
Thomas, U. C., Atwood, Kas., dealer	VII	388	391
Thomas, Ivo E., Oskaloosa, Iowa, dealer	XI	22	24
Thompson, Lewis, Ripley, Tenn., dealer	XI	185	187
Thompson, M. D., Vermillion, S. D., dealer	VIII	506	509
Thompson, T. O., Leonard, N. D., farmer	X	80	82
Thompson, W. E., Melvin, Ill., dealer	XI	120	121
Tichenor, W. H., Owensville, Ind., dealer	X	481	482
Tiedt, Fred, Argyle,, Minn., dealer	IX	413	415
Tilley, Prentiss C., Brazil, Ind., dealer	X	310	312
Todd, Floyd R., Moline Ill., director and member of Executive Committee of Deere & Co	XIII	106	110
Tomlinson, James, Corning, Kas., dealer	VII	253	255
Tongish, L. L., Herndon, Kas., dealer	VII	470	471
Towner, W. J., Osage, Ia., dealer	IX	399	400
Trembley, J. S., Arlington, Kas., dealer	VI	538	540
Tridle, E. P., Sidney, Ind., dealer	XII	495	496
Troxell, Charlton C., Omaha, Neb., former Mgr. Nebraska Moline Plow Co	V	605	608
Trumble, Charles, Papillion, Neb., farmer	V	679	681
Trusler, William, Eskridge, Kas., dealer	VII	551	553
Tubbs, Frank, Independence, Wis. (withdrawn)	IX	261	...
Tueby, William, Chatfield, Minn., farmer	IX	320	323
Tucker, H. J., Lamont, Okla., dealer	VI	711	713
Tullis, J. O., Sedan, Kas., dealer	VI	784	785
Turner, Josiah, Maryville, Ohio, dealer	XII	58	60
Turner, L. E., Aitkin, Minn., dealer	X	196	198
Turney, Dillon, Fairfield, Ia., manufacturer of wagons	XII	462	463
Tygart, J. M., Lebanon, Kas., dealer	VII	365	366
Tyrholm, J. A., New Richmond, Minn., dealer	IX	327	329
Ulmer, George H., Miles City, Mont, dealer	IX	517	519
Uren, J. J., Blanchardsville, Wis. (withdrawn)	XI	249	...
Valentine, E. L., St. Johns, Mich., dealer	X	478	480
Van Allen, Walter, Kasson, Minn., farmer	IX	338	342
Van Berg, A. E., Hickman, Neb., dealer	V	529	531
Van Deventer, J. C., Tuscarora, N. Y., dealer	XI	520	522
Van Ordstrand, I. S., Haven, Kas., farmer	VI	530	532
Van Vleet, J. J., Trempealeau, Wis., farmer	IX	334	337
Varns, E., Middlebury, Ind., dealer	XII	513	515
Vaughan, O. P., Wauzeka, Wis., dealer	XI	312	314
Victora, Wm., Muscoda, Wis., dealer	XI	310	311
Vietch, Jas. B., Sioux Falls, S. D., Gen. Agent, Thomas Mfg. Co.	VIII	449	450
Vogt, Julius, Concordia, Mo., dealer	VII	193	195
Von Tungelin, H., Heaston, Okla., farmer	VI	380	381
Wachter, George A., Pender, Neb., dealer	V	421	423
Wackman, Casper, Detroit, Minn., dealer	X	208	209
Wade, J. G., Monroe City, Mo., dealer	VII	306	309
Wadsworth, Stephen D., Sioux Falls, S. D., Mgr. R. I. Pl. Co.	VIII	516	518
Wagner, C. A., Omaha, Neb., dealer	V	261	263

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Wagner, William F., Erdman, Wis., dealer	XII	464	465
Waite, H. P., McCook, Neb., dealer	V	538	540
Walburt, Chas., West Mineral, Kas., dealer	VI	637	639
Walker, A. F., Prairie View, Kas., dealer	VII	339	342
Walker, F. L., Ellendale, S. D., dealer	VIII	322	324
Walker, William, Goodland, Kas., dealer	VII	397	399
Wallace, R. L., Chickasha, Okla., dealer	VI	491	493
Wallert, Adolph, Danube, Minn., farmer	X	166	168
Wallis, H. M., Racine, Wis., Pres. and Treas. of J. I. Case Plows Works	XI	252	254
Walters, F. A., Woodstock, Ill., dealer	XI	233	234
Warne, J. H., Batavia, Ill., dealer	X	552	555
Warner, Charles J., Waverly, Neb., farmer	V	487	490
Warner, C. L., South Bend, Ind., dealer	XII	530	531
Warnes, J. C., Chief Inspector of I. H. Co	XIV	81	...
Washburn, E., Humbird, Wis., dealer	IX	40	41
Washer, Wm., Matlock, Ia., dealer	VIII	421	422
Waskey, Geo., Madison, S. D., dealer	VIII	528	532
Watson, Fred P., Mt. Vernon, Ill., dealer	XI	269	270
Watson, James B., Fond du Lac, Wis., dealer	XII	448	449
Webb, Frank, Guthrie Center, Ia., dealer	V	361	363
Webber, H. E., Fergus Falls, Minn., dealer	XIII	331	...
Weber, Norman F., Ackley, Ia., dealer	XII	351	352
Webster, C. E., Hill City, Kas., dealer	VII	502	505
Weed, C. H., Plainfield, Wis., dealer	XI	356	358
Weir, W. S., Temple, Okla., dealer	VI	494	496
Welter, John, El Reno, Okla., farmer	VI	361	363
Wenkheimer, A. J., Belpry, Kas., farmer	VI	554	557
Wenner, N. C., Cold Springs, Minn., dealer	IX	124	125
Werckle, William A., Peoria, Ill., dealer	X	420	421
West, E. E., Dunbar, Neb., dealer	V	645	646
Wheatley, L. W., Atlantic, Ia., farmer	V	734	737
Wheeler, Montie, Everton, Mo., dealer	VIII	179	180
Wherry, D. E., Pawnee City, Neb., dealer	VII	137	140
Whinery, L. R., Salem, Ohio, dealer	XII	245	247
White, J. D., Rockford, Ill., former Sales Manager of Emerson Brantingham Co	XII	445	446
Whiting, W. C., Whiting, Ia., dealer-farmer	V	451	456
Whitman, A. C., Independence, Kas., dealer	VI	595	598
Wilcox, George A., Adrian, Mich., dealer	X	474	475
Wilcox, J. E., Bancroft, Kas., dealer	VII	211	213
Wilcox, W. T., Redwood Falls, Minn., dealer	VIII	389	391
Wildung, August, Nassau, Minn., farmer	VIII	271	273
Wilder, A. R., Clinton, Mo., dealer	VIII	50	52
Wilder, E. W., Altamont, Mo., dealer	VII	163	165
Wiles, T. G., Cherokee, Kas., dealer	VI	504	508
Wilkening, W. J., Odessa, Mo., dealer	VIII	166	167
Willey, E. B., Brookings, S. D., farmer	VIII	264	265
Williams, E. J., Randolph, Wis., dealer	XII	403	405
Wilson, James, Sac City, Ia., dealer	V	215	218
Windland, Louis S., Middletown, Ia., farmer	XI	458	460
Wise, Fred J., Minneapolis, Minn., dealer	X	179	181
Wine, John W., Mount Morris, Ill., dealer	XI	215	217
Winzer, Oscar, Troy, Kas., dealer	VII	257	259
Wolf, L. J., Aurora, Ill., dealer	X	543	545
Wolter, Fred, Appleton, Wis., dealer	XII	476	477
Womach, H. A., Campbell, Ia., farmer	V	324	326
Woodford, E. C., Darien, Wis., dealer	XII	439	440
Woolley, H. H., Osborne, Kas., dealer	VII	465	467

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Worcester, H. C., Roodhouse, Ill., dealer	XI	153	154
Wright, A. P., Valley Center, Kas., farmer	VI	834	836
Wright, R. L., Archie, Mo., dealer	VII	494	495
Wumkes, W. H., Lennox, S. D., dealer	VIII	461	463
Yates, John R., Billings, Mont., dealer	X	385	388
Yoder, F. C., Lewisville, Ohio, farmer	XII	258	260
Yost, B. S., Shelbyville, Ill., dealer	XI	161	162
Yount, Lewis T., Kansas City, Mo., Local Mgr., Oliver Chilled Plow Works	VII	21	24
Zahner, Frank, Modale, Ia., farmer	V	714	716
Zeck, Fred, New Carlisle, Ind., dealer	XII	507	508
Zimmerman, W. H., Le Mars, Ia., dealer	V	368	372

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WITNESSES CLASSIFIED.

Agricultural Expert (Pet'n'r's).

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Coulter, John Lee, Washington, D. C., statistician U. S. Census Bureau	I	487	505

Agricultural Experts (Def'ts').

Chase, L. W., Lincoln, Neb., Prof. Ag'cl Eng	VI	40	46
Crane, Frederick R., Crookston, Minn., Agricultural Engineer Great Northern Lines	X	20	29
Davidson, J. B., Prof. of Agricultural Engineering, Iowa State College	XIII	67	75
Johnson, L. T., Wisconsin	XI	362	...

Competitors of the I. H. Co. (Pet'n'r's).

ACME HARVESTING MACHINE CO.			
Mason, R. E., Omaha, Neb., Branch Mgr. Acme Harvesting Machine Co.	III	178	183
Middlekauff, P. D., Chicago, Ill., Pres. of Acme Harvesting Machine Co	I	147	174
Worner, W. D., Aberdeen, S. D., Gen. Agt. for Acme Harvesting Machine Co.	III	188	191
ADRIANCE-PLATT & CO.			
Glass, Albert J., Poughkeepsie, N. Y., Gen. Mgr. Adriance-Platt & Co.	III	355	361
ALLEN, CHAS. G. CO.			
Allen, Harding, Barre, Mass., manufacturer, Chas. G. Allen Co.	III	362	...
BATEMAN MFG. CO.			
Snyder, Harry, Grenloch, N. J., Treas. of Bateman Mfg. Co.	III	397	...
BELCHER & TAYLOR AGRICULTURAL TOOL CO.			
Taylor, Frank S., Chicopee Falls, Mass., Mfr., Belcher & Taylor Agricultural Tool Co	III	395	...
CASE, J. I., THRESHING MACHINE CO.			
Robinson, Frederick, Racine, Wis., former officer Milwaukee Harv. Co., Vice-Pres. J. I. Case Threshing Machine Co.	II	129	136
DEERE & CO.			
Butterworth, Wm., Moline, Ill., Pres. of Deere & Co..	II	52	54
Porter, H. E., Minneapolis, Minn., sales manager for Deere & Co., former employe of D. M. Osborne & Co.	III	91	95
EMERSON-BRANTINGHAM CO.			
White, J. D., Rockford, Ill., sales manager Emerson-Brantingham Co.	II	191	195
EUREKA MOWER CO.			
Newcomer, Harlan G., Utica, N. Y., Pres. Eureka Mower Co.	III	351	353
GRANITE STATE MOWING MACHINE CO., THE			
Howe, Wm. S., Hinsdale, N. H., Mfr., The Granite State Mowing Machine Co	III	312	313
GROENDYKE, J. C. CO.			
Groendyke, J. C., Miamisburg, O., twine manufacturer.	II	168	175

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Gibbs, M. H., Mgr., Hooven & Allison Co., twine manufacturers, former manager of D. M. Osborne & Co., St. Louis and Kansas City	III	109	119
INDEPENDENT HARVESTER CO.			
Bayston, A. H., Plano, Ill., officer of Independent Harvester Co.	II	181	183
JOHNSTON HARVESTER CO.			
Atwater, A. C., Batavia, N. Y., Secy. Johnston Harvester Co.	III	377	379
MESSINGER MFG. CO.			
Messinger, G. F., Tatamy, Pa., Mfr., Messinger Mfg. Co.	III	398	...
PLATTNER IMPLEMENT CO.			
Plattner, John, Denver, Colo., Mfr., Plattner Imp. Co.	II	514	517
RICHARDSON MFG. CO.			
Curtis, John D., Worcester, Mass., Vice-Pres. Richardson Mfg. Co.	III	385	389
RUMELY, M. CO.			
Rumely, Edward A., LaPorte, Ind., Treas. and Gen. Mgr. of M. Rumely Co.	II	156	161
SMALLEY MFG. CO.			
Smalley, J. L., Manitowoc, Wis., Vice-Pres. of the Smalley Mfg. Co.	II	177	180
THOMAS MFG. CO.			
Beam, H. H., Springfield, O., Secy. Thomas Mfg. Co.	III	216	226
WOOD, WALTER A. CO.			
Geer, Danforth, Hoosick Falls, N. Y., Pres. of Walter A. Wood Co.	III	303	305
MISCELLANEOUS.			
McAleer, B. A., Oklahoma City, Okla., agr. imp. salesman for compet., former employe	II	343	357
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Sproul, Matt, Sparta, Ill., Mfr. huskers and shredders	II	14	18

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Porter, S. D., Peoria, Ill., former General Manager and President of Acme Harvesting Co.	XII	377	380
ADRIANCE-PLATT CO.			
Simons, Geo. H., Niagara Falls, N. Y., former Domestic Sales Manager of Adriance-Platt Co.	XI	479	483
AMERICAN SEEDING MACHINE CO.			
Carr, James A., Richmond, Ind., Pres. of The Amer. Seeding Mach. Co.	XIII	364	367
ASSOCIATED MANUFACTURERS CO.			
Lumry, William R., Waterloo, Iowa, Manager of the Associated Mfrs. Co.	XII	547	548
AVERY CO.			
Bartholomew, J. B., Peoria, Ill., Pres. of the Avery Co.	XII	484	485
AVERY, B. F., PLOW CO.			
Blanton, E. G., Oklahoma City, Okla., Brch. Mgr. B. F. Avery Pl. Co.	VI	729	731

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CASE, J. I., PLOW WORKS.			
Wallis, H. M., Racine, Wis., Pres. and Treas. of J. I. Case Plow Works	XI	252	254
CASE, J. I., THRESHING MACHINE CO.			
Norton, F. Lee, Racine, Wis., Treasurer J. I. Case Threshing Machine Co.	XII	456	458
CHARTER GAS ENGINE COMPANY.			
Robinson, G. M., Sterling, Ill., President and Treasurer of the Charter Gas Engine Company	XII	549	550
COLLINS PLOW CO.			
Brown, William N., Quincy, Ill., Asst. Manager of the Collins Plow Co.	XII	510	511
DEMPSTER MILL MANUFACTURING CO.			
Dempster, A. R., Sioux Falls, S. D., Mfr	VIII	535	537
Dempster, H. L., Beatrice, Nebr., Mfr	V	512	514
DEERE & CO.			
Jones, John L., Des Moines, Iowa, Mgr. of Branch House for John Deere Plow Co. of Moline	XI	420	423
Todd, Floyd R., Moline, Ill., Director and Member of Executive Committee of Deere & Co	XIII	106	110
EMERSON-BRANTINGHAM CO.			
Pierce, Henry L., Minneapolis, Minn., Mgr. Emerson-Brantingham Co.	IX	277	280
White, J. D., Rockford, Ill., former Sales Manager of Emerson-Brantingham Co.	XII	445	446
FARQUHAR, A. B., CO., LTD.			
Farquhar, A. B., York, Pa., Manufacturer, A. B. Farquhar Co., Ltd.	XI	473	475
FREEMAN, S., SONS, MANUFACTURING CO.			
Freeman, Chas., Racine, Wis., Pres. of S. Freeman Sons Mfg. Co.	XIII	123	125
GILSON MANUFACTURING CO.			
Bolens, Harry W., Port Washington, Wis., Pres. of Gilson Mfg. Co.	XIII	84	86
GRAND DETOUR PLOW CO.			
Brinton, W. B., Dixon, Ill., Pres. Grand Detour Plow Co.	XI	352	355
HENRY & ALLEN.			
Henry, William J., Auburn, N. Y., member of the firm of Henry & Allen, mfrs. of agricultural implement parts and supplies	XII	5	6
HERSCHEL R., MANUFACTURING CO.			
Herschel, Paul E., Peoria, Ill., member of the firm of R. Herschel Mfg. Co., mfrs. of repair parts and supplies.	XII	412	414
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Day, W. H., Milwaukee, Wis., Sales Mgr. of International Gas Engine Co.	XIII	120	122
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James, George R., Memphis, Tenn., Pres. of James & Graham Wagon Company	XII	552	553
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Craig, J. A., Janesville, Wis., Gen. Mgr. Janesville Machine Co.	XI	224	227
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Collins, L. D., Batavia, N. Y., Treas. and Asst. Gen'l Mgr. of Johnston Harv. Co.	XIII	334	335
Denison, C. A., St. Louis, Mo., Breh. Mgr. Johnston Har. Co.	VIII	5	6
KANSAS CITY HAY PRESS CO.			
Baleh, Geo. E., Kansas City, Mo., See. and Asst. Treas. K. C. Hay Press Co.	VIII	189	190
LAUSON MANUFACTURING CO.			
Matson, G. M., New Holstein, Wis., Viee-Pres. and Sales Mgr. for John Lauson Mfg. Co.	XIII	95	97
LINDSAY BROTHERS.			
Fairfield, E. J., Minneapolis, Minn., Mgr. of Lindsay Bros., Implement Jobbers	X	268	272
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Lindsay, George, Milwaukee, Wis., member of the firm of Lindsay Bros.	XII	314	316
MADISON PLOW CO.			
Allyn, C. H., Madison, Wis., Vice-Pres. & Mgr. Madison Plow Co.	XI	202	204
MASSEY-HARRIS CO., LTD.			
Findley, Thomas, Toronto, Canada, V.-Pres. and Asst. Gen'l Mgr. of the Massey-Harris Co., Ltd.	XIII	183	188
MINNEAPOLIS THRESHER CO.			
Kenaston, F. E., Minneapolis, Minn., Pres. and Treas. of Minneapolis Thresher Co.	XII	408	410
MOLINE PLOW CO.			
Barber, Albert C., Moline, Ill., Sales Mgr. Moline Plow Co.	XI	334	343
Cadwell, C. A., Sioux Falls, S. D., Mgr. Dak. Mol. Pl. Co.	VIII	491	495
Dunkle, Christopher, Omaha, Neb., Mgr. Neb. Mol. Plow Co.	VI	79	84
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Taylor, Wm. H., Minneapolis, Minn., Mgr. Minnesota Moline Plow Co.	X	43	46
Troxell, Charlton C., Omaha, Neb., former Mgr. Nebraska Moline Plow Co.	V	605	608
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Gallagher, James F., Chieago, Ill., Manager of Implement Department of Montgomery Ward & Co.	XIII	337	341
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Renyx, G. W., Lansing, Mich., Secretary and Manager of Omega Separator Co.	XIII	117	119
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Hamey, B. F., Minneapolis, Minn., Mgr. P. & O. Plow Co.	IX	446	449
PEORIA CORDAGE CO.			
Heidrich, Edward, Jr., Peoria, Ill., V.-P. and Asst. Manager of Peoria Cordage Co	XII	589	591
RAWLEIGH-SCHRYER CO.			
Schryer, Paul E., Freeport, Ill., Secretary and Manager of Rawleigh-Schryer Co.	XIII	63	66
ROCK ISLAND PLOW CO.			
Procter, Robert H., Minneapolis, Minn., Mgr. Rock Island Plow Co	X	216	219
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RUMELY PRODUCTS CO.			
Bush, V. E., La Porte, Ind., Eastern and Southern Sales Mgr. of Rumely Products Co	XIII	102	104
Frish, Augustus M., Madison, Wis., Manager for Rumely Products Co.	XII	459	461
Rumely, Dr. Edward A., of M. Rumely Co	XIV	9	11
SANDWICH MANUFACTURING CO.			
Jones, Charles C., Sandwich, Ill., Gen. Mgr. Sandwich Mfg. Co.	XI	429	430
McDonald, Charles W., Omaha, Neb., former N. W. Mgr. Sandwich Mfg. Co	V	618	620
SEARS, ROEBUCK & CO.			
Stambaugh, F. A., Chicago, Ill., Manager Farm Implement Department of Sears, Roebuck & Co	XII	330	333
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Slaker, C. S., Kansas City, Mo., Mgr. Sechler-Janesville Co.'s.	VII	17	19
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Smith, J. F., Freeport, Ill., Pres. of Stover Eng.. Co	XI	249	251
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TIFFIN WAGON CO.			
Shelly, S. P., Toledo, Ohio, Manufacturer Tiffin Wagon Co., Farmer	XI	506	512
VAUGHN MANUFACTURING CO.			
Heid, John W., Jefferson, Wis., Dealer, Pres. of the Vaughn Mfg. Co.	XII	383	386
WESTERN IMPLEMENT CO.			
Appleby, John F., Davenport, Iowa, Inventor of harvesting machinery	XIII	370	378
WHITMAN-BARNES MFG. CO.			
Sheldon, C. E., Akron, Ohio, President of the Whitman-Barnes Mfg. Co.	XIII	91	93
WINONA WAGON COMPANY.			
Kinney, H. M., Winona, Minn., Secretary and General Manager of Winona Wagon Company	XII	398	400
WOOD, WALTER A., HARVESTER CO.			
Moore, Given, Spring Valley, Ill., former Sales Manager of Walter A. Wood Harvester Co	XII	421	423

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Satterfield, Charles M., Chestertown, Md., dealer, manufacturer	XII	222	224
Schreiber, William, Chariton, Iowa, manufacturer of wagons	XII	366	368
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Turney, Dillon, Fairfield, Ia., manufacturer of wagons.	XII	462	463

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43	This exhibit consists of (1) letter, Aug. 12, 1902, from Guthrie, Cravath & Henderson to Wm. C. Lane; (2) copy of telegram, Aug. 12, 1902, Wm. C. Lane to Miller, Noyes, Miller & Wahl	I	261-262
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